



PR/160929 | Business Development Executive - Automotive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1607179

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 10:28

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a well-established Japanese manufacturing company based in Bangi, Selangor, specializing in precision metal components and automotive related parts.

They are currently looking for a **Business Development Executive** to join their team. This position will focus on managing existing customers while developing new business opportunities, particularly within the automotive and manufacturing sectors.

Location to work: Bangi, Selangor

Job Responsibilities: -

- Develop new business opportunities and identify potential customers, particularly within the automotive and manufacturing industries
- Maintain and strengthen relationship with existing customers
- Handle customer enquiries, RFQs, quotations and follow up on business opportunities

- Conduct customer visits and understand customers technical and commercial requirements
- Promote the company products and manufacturing capabilities to potential customers
- Negotiate pricing, commercial terms and delivery requirements with customers
- Coordinate closely with Production, Engineering and Quality teams to ensure customer requirements are fulfilled
- Monitor market trends, competitors and development within automotive industry
- Prepare sales reports, forecasts and other relevant sales documentation
- Support management in achieving company sales targets and expanding the customer base

Requirements:-

- Diploma or Degree in Business, Marketing, Engineering or a related field
- Relevant experience in Sales, Marketing or Business Development
- Experience or good knowledge of the automotive / automotive parts manufacturing industry is highly preferred
- Candidate with exposure to metal stamping, precision components, automotive components or manufacturing will have an advantage
- Good communication, presentation and negotiation skills
- Able to develop new customers while maintaining existing accounts
- Comfortable visiting customers and travelling when required
- Good command of English and Bahasa Malaysia

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#Countrymalaysia

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Company Description