



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160933 | Business Development (Japanese & Mandarin Speaker)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1607182

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 04:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are representing a well-established multinational company specializing in industrial solutions, engineering components and B2B project-based sales.

Location to work: Bandar Baru Bangi, Selangor

Job Overview:

This role focuses on driving new business growth, managing end to end sales cycles, and handling customer projects from RFQ to production.

Job Responsibilities:

- Drive new business acquisition by developing new customer accounts and expanding market presence
- Manage full sales cycle from **RFQ (Request for Quotation) to SOP (Start of Operation)**
- Act as the main point of contact between customers and internal teams.

- Lead and coordinate project implementation, ensure timeline, cost and quality alignment
- Build and maintain long term client relationships
- Monitor and manage sales pipeline, forecasts and demand trends
- Prepare sales reports, pipeline updates, and performance analysis
- Work closely with Engineering Production, and QA teams to ensure smooth execution
- Identify risks, opportunities and areas for business growth

Requirements:

- Business level Mandarin
- Diploma or Degree in Business, Engineering, Marketing or related field
- 10 - 15 years of experience in B2B sales / business development
- Strong experience in new business hunting (Hunter profile)
Exposure to manufacturing / engineering / industrial products is highly preferred
- Experience in handling project-based sales (RFQ - SOP)
- Strong understanding of sales operations, forecasting and pipeline management
Proven track record in acquiring new customers and revenue growth
- Strong communication, negotiation and stakeholders' management skills
- Proficient in MS Office / ERP systems
- Able to work in fast paced environment

#LI-JACMY

#Countrymalaysia

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Company Description