

PR/160937 | Business Development Executive - Industrial & Power Tools

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1607704

Industry
Industrial Facilities

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent 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 multinational company specializing in power tools, industrial equipment and related accessories. With strong presence in Malaysia and international markets, the company provides professional solutions to customers across the construction, manufacturing, engineering and industrial sectors.

As part of their continued business expansion, they are looking for a **Business Development Executive/ Senior Business Development** Executive to strengthen their market presence and develop relationships with end users.

Job Responsibilities: -

- Develop business opportunities and strengthen product presence within the assigned market
- Conduct regular end user visits to understand customer needs, product applications and market requirements
- Work closely with Sales team to implement product and market development strategies
- Identify new product applications, potential customers and new market opportunities

- Gather feedback from end users and provide market insights to support product and business improvement
- Monitor competitor activities, market trends and industry developments
- Support product demonstration customer engagement activities and other market development initiatives
- Coordinate with internal teams to follow up on customer enquiries and after sales matters
- Maintain proper records of customer visits, market feedback and business development activities
- Prepare regular reports on market activities, customer feedback and product performance
- Carry out other business-related assignments as required by management

Requirements:

- Minimum Diploma or Degree in Business, Marketing, Engineering or a related field
- Approximately 2-5 years of experience in Business Development, Sales, Product Development or Market Development
- Candidates with experience in power tools, industrial equipment, hardware, machinery, construction products or other technical products will have an added advantage
- Strong communication and interpersonal skills with confidence in dealing with end users and business customers
- Self-motivated, proactive and able to work independently
- Good team player with the ability to work closely with Sales and other internal departments
- Willing to travel for customer visits and business activities
- Good command of English and Bahasa Malaysia. Mandarin/ Chinese communication skills will be an added advantage

#LI-JACMY

#Countrymalaysia

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Company Description