



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/161006 | BD executive / investment

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1609359

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 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

Overall Purpose:

To support business development activities in Malaysia by identifying new business opportunities, coordinating projects, developing customer and partner relationships, conducting market research, and monitoring business progress from initial opportunity through project implementation.

Key Responsibilities:

1. Project Development & Coordination

- Support development and coordination of new projects, including timelines, documentation, meetings, and follow-ups.
- Coordinate among customers, suppliers, internal Marubeni teams, and other stakeholders.
- Monitor project milestones, deliverables, risks, and regulatory/compliance requirements.
- Facilitate communication and prepare project updates and meeting minutes.

2. Business & Project Monitoring

- Follow up regularly with customers and project stakeholders on project progress.
- Identify delays, risks, and issues and report them to management/internal teams.
- Conduct factory/site visits and monitor loading or operational activities when required.

3. Market Research & Marketing

- Research Malaysian market trends, products, competitors, and potential business opportunities, particularly in areas such as biomass, carbon credits, palm-based products, wood pallets, palm oil mills, and IP-related businesses.
- Prepare market reports, monthly reports, and meeting minutes.
- Gather and share relevant market intelligence with internal teams.

4. Customer & Partner Development

- Develop and maintain relationships with prospective customers, suppliers, technology providers, and strategic partners.
- Understand customer needs and identify potential areas where Marubeni can add value.
- Introduce Marubeni Group products, services, and capabilities.
- Facilitate preliminary commercial discussions and support early-stage negotiations.

5. Commercial & Business Growth Support

- Manage and monitor the business opportunity pipeline.
- Support preparation of business proposals, presentations, and commercial materials.
- Coordinate internally to ensure opportunities are aligned with company strategy and available resources.
- Support management in business planning and new growth initiatives.

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Company Description