



PR/161042 | Senior / Business Development Executive (power tools industry)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1611304

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 08:00

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

We are a growing organization seeking dynamic and results-driven Business Development professionals to expand our market presence and drive revenue growth. We are looking for individuals who possess strong industry networks, project-based sales experience, and the ability to generate immediate business opportunities.

If you have established relationships within key industries and a proven track record in securing projects, we would love to hear from you.

JOB RESPONSIBILITIES:

- Identify, develop, and secure new business opportunities and project sales.
- Build and maintain strong relationships with key decision-makers, including project managers, procurement managers, facility managers, consultants, contractors, and project owners.

- Generate sales leads and convert opportunities into successful project awards.
- Develop and execute strategic business development plans to achieve sales targets.
- Conduct market research, competitor analysis, and identify emerging industry opportunities.
- Prepare and deliver sales presentations, proposals, and quotations to clients.
- Collaborate closely with internal teams to ensure smooth project execution and customer satisfaction.
- Expand and strengthen the company's presence within targeted industries.

EXPERIENCE & QUALIFICATIONS:

- Minimum 3 years of experience in Business Development, Project Sales or B2B Sales.
- Proven experience in project-based selling.
- Strong network within target industries.
- Experience engaging with: Contractors, Consultants, Project owners, Industrial end users, Procurement teams, Facility management teams
- Demonstrated success in acquiring new customers and securing projects.
- Strong negotiation, relationship-building, and presentation skills.
- Self-motivated, results-oriented, and able to work independently.

We are particularly interested in candidates who:

- Have established networks and direct access to key decision-makers.
- Can quickly identify and convert business opportunities into sales.
- Possess strong market intelligence and industry knowledge.
- Have successfully secured major projects or strategic accounts.
- Are highly proactive hunters with a proven ability to develop new business.

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Company Description