



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/161136 | Sales & Business Development Manager

Job Information

Recruiter

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Job ID

1614548

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:31

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

Our client is a leading manufacturer of precision plastic engineering components for the medical device industry. They are seeking a dynamic and results-oriented Sales & Business Development Manager to drive business growth, expand market share, and build strong relationships with customers within the medical device and life sciences sectors.

Job Responsibilities

- Drive sales growth by identifying, developing, and securing new business opportunities
- Build and maintain strong relationships with new and existing customers, key stakeholders, and decisionmakers
- Manage and grow strategic customer accounts while expanding the company's market presence
- Lead the entire sales process, from prospecting and customer engagement through to negotiation and contract closure

- Promote the company's manufacturing capabilities, including medical device components, ODM solutions, and contract manufacturing services
- Collaborate with cross-functional teams to ensure successful project delivery and high customer satisfaction

Job Requirements

- Bachelor's Degree in Business, Marketing, Engineering, Life Sciences, or a related discipline
- Minimum 5 years of sales experience in the medical device or life sciences industry, with a strong understanding of the industry value chain
- Proven track record in business development, customer acquisition, and key account management
- Knowledge of medical device components, contract manufacturing, injection moulding, and cleanroom manufacturing environments is an added advantage
- Strong communication, presentation, negotiation, and relationship management skills with the ability to influence stakeholders
- Commercially driven, self-motivated, and results-oriented, with the ability to work independently and collaborate effectively across cross-functional teams
- Applicants should be Malaysian citizens or hold relevant residence status

Interested applicants, feel free to click **APPLY NOW**

#LI-JACMY
#countrymalaysia

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Company Description