

PR/161283 | Home Based Business Development - Trading / Automotive industry

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1621121

Industry
Electric Power, Gas, Water

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:45

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

Job Description:

- Identify, develop, and secure new business opportunities within the automotive and related manufacturing industries.
- Build and maintain strong relationships with existing and potential customers.
- Conduct market research and competitor analysis to identify industry trends and customer needs.
- Prepare and deliver sales presentations, proposals, and commercial quotations.
- Manage the entire sales cycle from lead generation to contract negotiation and project implementation.
- Develop strategic sales plans to achieve revenue and business growth objectives.
- Attend customer meetings, industry events, exhibitions, and networking activities.

Job Requirements:

- Bachelor's Degree in Business Administration, Marketing, Engineering, or a related field.
- Minimum 3-5 years of experience in Business Development, Sales, or Account Management within the automotive, manufacturing, industrial components, or trading industry.
- Experience dealing with automotive OEMs, Tier 1/Tier 2 suppliers, or manufacturing customers is highly preferred.
- Strong negotiation, communication, and presentation skills.
- Ability to work independently in a home-based environment.
- Possess own transport and be willing to travel for customer visits.

#LI-JACMY

#countrymalaysia

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Company Description