

PR/161350 | BUSINESS DEVELOPMENT MANAGER (DATA CENTRE INSTALLATION SOLUTIONS) - BASED IN JOHOR

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1623335

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 10:17

General Requirements

Minimum Experience Level
Over 6 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

COMPANY OVERVIEW

Our client is a well-established company specialized providing engineering and installation solutions for Data Centres projects. This role offers an exciting opportunity to drive market growth, build strong industry relationships, and contribute to expanding the company's presence through both technical expertise and business development initiatives, within the booming Data Centre sector.

JOB RESPONSIBILITIES

- Build and maintain strong relationships with distributors, engineering consultants, architects, and contractors to support business expansion and achieve sales targets.
- Drive product specifications by engaging with key engineering consultants and project stakeholders throughout the project lifecycle.

- Provide technical support, product training, installation demonstrations, and technical consultations to distributors, contractors, and designers.
- Conduct technical presentations and seminars to communicate the benefits and value of the company's solutions.
- Monitor market trends, competitor activities, customer requirements, and distributor performance to identify growth opportunities.
- Coordinate with regional teams on technical standards, approvals, system updates, and implementation activities.
- Work closely with internal teams on pricing strategies, demand forecasting, and supply planning to ensure customer satisfaction and business growth.

JOB REQUIREMENTS

- Bachelor's Degree / Diploma in Civil Engineering, Structural Engineering, Architecture, or a related discipline.
- Preferably with at least 5 years of experience as Technical Sales Engineer / Civil Engineering consultation in Construction industry, exposure to Data Centre projects would be a plus.
- Strong technical understanding of construction-related systems and the ability to provide technical proposals and solutions.
- Experienced in consultative business development, and stakeholder management within the construction market.
- Excellent communication and problem-solving skills.

Interested candidates are welcomed to apply online.

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Company Description