

PR/161389 | Business Development (Automotive industry)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1623905

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:18

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

Company Overview:

Our client is an automotive solutions company specializing in the acquisition, valuation, resale, and recycling of accident-damaged, total loss (ATL), and end-of-life vehicles (ELV) through partnerships with insurance companies, workshops, and automotive dealer.

Job Responsibilities:

- Develop new business opportunities in vehicle purchasing and accident vehicle acquisition.
- Build relationships with automotive workshops, used car dealers, and insurance companies.
- Source and secure accident vehicles, total loss vehicles (ATL), and end-of-life vehicles (ELV).
- Conduct sales visits and negotiations with potential business partners.

- Maintain and strengthen partnerships to support business growth.
- Coordinate with business partners on vehicle valuation and purchasing activities.
- Monitor market trends and identify new sourcing opportunities.

Job Requirements:

- Diploma/Degree in Business, Marketing, Automotive, or related field.
- 2-5 years of sales or business development experience. Fresh graduates are welcome to applied.
- Experience in automotive, insurance, vehicle trading, or related industries is preferred.
- Strong communication, negotiation, and relationship-building skills.
- Possess own transport and willing to travel for client meetings.

#LI-JACMY

#countrymalaysia

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Company Description