



## PR/159134 | Regional Head of Business Development - SEA

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1544060

#### 業種

物流・倉庫

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年06月10日 10:55

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### Company and Job Overview

A leading global provider of supply chain packaging equipment and solutions is seeking a highly qualified leader to manage their Southeast Asia market. As the **Head of Regional Business Development**, you will be responsible to support the existing and new business development activities, lead key account management and customer relationship efforts, and develop new product and solution opportunities across various vertical segments.

#### Job Responsibilities

- Generate leads, conduct sales calls, and convert them into business.
- Develop strategies for new markets, products, and sectors, and create new business models.
- Identify potential customers, arrange meetings, and maintain relationships with key accounts.
- Collaborate on proposals, participate in pricing, and handle contract negotiations.
- Perform business analysis, consult with executives on trends, and manage quarterly reviews.

**Job Requirements**

- Bachelor's degree in Business Studies, Marketing, Business Management, or a related field.
- Minimum 10 years of experience and leadership in new business development within the logistics and supply chain sectors.
- Demonstrated success in conceptualizing, strategizing, and executing innovative business opportunities that ensure sustainable growth.
- Excellent interpersonal skills, with the ability to communicate effectively at all levels within the business.
- Previous experience in P&L management, with a solid understanding of the commercial dynamics that drive successful financial outcomes.
- Highly committed, self-driven individual with a demonstrated ability to manage functional responsibilities across geographical boundaries.
- Willingness to travel overseas.

#LI-JACMY

#countrymalaysia

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会社説明