



PR/158971 | Business Development Manager (Electrical Systems)

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

1548319

業種

土木

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07月08日 16:38

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 OVERVIEW

A leading company specializing in providing solutions within the Mechanical & Electrical Engineering services sector. Our client is seeking a Business Development Manager to join its team based in Shah Alam, Selangor.

JOB RESPONSIBILITIES

Overall:

- Play a pivotal role in fostering company growth through the identification of new business prospects, the cultivation of client relationships, and the strategic expansion of the company's presence within the Electrical and broader Mechanical & Electrical (M&E) sectors.

Business Development and Client Engagement

- Foster and maintain robust relationships with existing clients while proactively expanding the client base.
- Formulate and implement strategic initiatives to enhance the company's market visibility and client acquisition.

Tendering and Technical Collaboration

- Partner with engineering teams to develop compelling and competitive bids, proposals, and tender submissions.
- Participate in pre-tender briefings, conduct site visits, and compile technical information.

Project Oversight and Cross-Functional Coordination

- Liaise with project and operations teams to ensure efficient and timely project delivery.
- Assist with the preparation of project documentation, compliance reporting (e.g., CIDB), and adherence to internal controls.

Client Relations and Issue Management

- Act as the primary point of contact for clients throughout the project execution phase.
- Manage conflict resolution and support on-site coordination during project implementation.

JOB REQUIREMENTS

- Diploma or Bachelor's Degree in Electrical Engineering or related field.
- Minimum 3–5 years of experience in business development or sales within the Electrical or M&E construction industry.
- Strong technical knowledge of electrical systems (e.g., power distribution, lighting, fire safety).
- Familiarity with Malaysian building codes and electrical safety regulations.

Thank you!

#LI-JACMY

#countrymalaysia

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会社説明