



PR/159681 | Business Development Manager

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

1562359

業種

レストラン・フードサービス

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10月21日 10:10

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 prominent food solutions company is looking for a **Business Development Manager** to grow sales, manage key customers, and expand its reach in the Non-Halal Certified market — especially in Chinese restaurants, and across Foodservice, Modern Trade, and General Trade.

Job Responsibilities

- Grow sales by finding new Non-Halal Certified customers and expanding existing ones.
- Build strong relationships with key customers and distributors.
- Run promotions and business reviews to support company goals.
- Cover assigned areas fully and increase market reach.
- Track market trends and competitor activity.
- Ensure proper payment collection and financial discipline.

Job Requirements

- Bachelor's Degree in Business or related discipline.

- 5–7 years in sales or business development (FMCG/foodservice preferred).
- Good understanding of foodservice and trade channels.
- Strong communication and negotiation skills.
- Comfortable using data for planning.
- Experience leading and motivating sales teams.

#LI-JACMY

#countrymalaysia

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会社説明