



PR/159993 | Business Development Manager, Industrial Process

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

1572202

業種

その他（メーカー）

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

2026年01月27日 08:01

応募必要条件

職務経験

10年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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

A global leader in advanced filtration and separation technologies, serving diverse industrial markets with innovative solutions. This role is responsible for driving business development across Asia Pacific for the Industrial Process segment, ensuring profitable growth through strategic planning, customer engagement, and market expansion. The position involves developing partnerships, managing key accounts, and collaborating with cross-functional teams to deliver value-added solutions for complex industrial applications.

Key Responsibilities

- Drive business development initiatives for Industrial Process markets across Asia Pacific to achieve revenue and profitability targets.
- Develop and execute strategic plans, proposals, and contracts to secure new business opportunities.
- Build and maintain strong relationships with customers, regional sales teams, and strategic partners.
- Conduct market and competitive analysis to identify trends and influence product strategies.

- Collaborate with internal teams to ensure customer satisfaction and deliver rapid solutions.
- Manage sales funnel development and implement marketing campaigns to optimize growth.

Key Requirements

- Bachelor's degree in Engineering (Chemical, Environmental, or equivalent); MBA or Master's preferred.
- Minimum 10 years in industrial process markets, with 7+ years in technical marketing or business development for O&G customers in Asia Pacific.
- Strong knowledge of filtration and separation systems, O&G operations, and competitor landscape.
- Proven ability to develop strategies, negotiate complex contracts, and manage key accounts.
- Excellent analytical, communication, and presentation skills; ability to work in a matrix organization.
- Proficiency in business applications and experience driving greenfield and turnkey projects.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明