



## PR/160147 | Business Development Manager - CM Capital Equipment

### 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

1577579

#### 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05月05日 14:00

### 応募必要条件

#### 職務経験

6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

We are seeking a highly driven and experienced Business Development Manager with a strong background in contract manufacturing and deep knowledge of capital equipment. The ideal candidate will be responsible for driving business growth, developing new customer relationships, and collaborating with internal teams to deliver high-value solutions. This role requires both technical understanding and commercial acumen to effectively engage customers, identify opportunities, and support strategic expansion.

#### Key Responsibilities

- Business Growth & Strategy
  - Develop and execute business development strategies to expand market share in the contract manufacturing and capital equipment segments.
  - Identify new business opportunities, emerging trends, and potential strategic partnerships.
  - Build and maintain a robust sales pipeline with accurate forecasting and reporting.
- Client Relationship Management
  - Establish and nurture long-term relationships with customers, OEMs, and industry partners.
  - Understand customer needs and align solutions based on manufacturing capabilities and equipment offerings.

- Conduct presentations, proposals, negotiations, and commercial discussions.
- Cross-Functional Collaboration
  - Work closely with engineering, project, and operations teams to ensure alignment between customer requirements and internal capabilities.
  - Support costing, quotations, and proposal development for new projects.
  - Provide feedback to internal teams to improve competitiveness and solution design.
- Market Intelligence
  - Monitor competitor activities, market landscape, and technological advancements.
  - Provide market insights to management for strategic planning and pricing decisions.
- Sales Execution
  - Achieve sales KPIs and revenue targets.
  - Represent the company at industry events, exhibitions, and conferences.
  - Prepare regular business development reports for management.

### Key Requirements

- Bachelor's degree in Engineering, Business, or related fields.
- 5–10 years of experience in Business Development within contract manufacturing.
- Strong technical understanding of capital equipment, sales cycles, and industry applications.
- Proven track record in technical sales or business development roles.
- Excellent communication, negotiation, and presentation skills.
- Ability to handle multiple projects and work independently.
- Willingness to travel as required.

### Benefits

- Fixed Bonus – guaranteed annual bonus.
- Performance Bonus – based on individual and company results.
- Attractive Incentive Scheme – tied to sales performance and project success.
- Good Working Environment – collaborative culture with supportive leadership.
- Small Team Structure – agile decision-making, high visibility, and strong teamwork dynamics.

**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.

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会社説明