



## PR/160254 | 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

1581836

#### 業種

小売

#### 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06月02日 12:00

### 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

#### COMPANY OVERVIEW

An US based company specializing in natural food ingredients, including spice and herb extracts, natural colors, antioxidants, and hop products is now seeking for **Business Development Manager**. This role involves on driving sales growth, managing key accounts and channel partners, executing strategic business plans, and gathering market insights to support pricing and new business opportunities.

#### JOB RESPONSIBILITIES

- Responsible for increasing sales revenue, margins, and volume in Malaysia.
- Act as the main contact for key customers, develop strong relationships, and grow business with assigned accounts and partners.
- Create strategic key account plans, business plans, and implement sales/marketing strategies aligned with Asia and global initiatives.

- Work closely with Asia, Global, Customer Experience, and internal teams to maximize opportunities and ensure strong customer satisfaction.
- Monitor competitors, gather market insights, support pricing strategy, and identify new business opportunities in the savory food industry.

#### JOB REQUIREMENTS

- Bachelor's Degree with a minimum of 8 years of relevant food ingredient sales experience in Malaysia.
- Strong key account management experience with high cultural intelligence and strong understanding of the local market.
- Proficiency in MS Excel, Word, PowerPoint, MS Teams, and Zoom.
- Experience using Salesforce or other CRM systems.
- Excellent negotiation and communication skills, with proven ability to build relationships across all organizational levels.

#LI-JACMY

#countrymalaysia

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会社説明