



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04月21日 06:00

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