



PR/160694 | Business Development Manager (Advanced Materials & Semiconductor)

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

1599382

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06月26日 11:14

応募必要条件

職務経験

3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 growing advanced materials and specialty chemicals provider serving the electronics, semiconductor, and SMT industries is seeking a proactive Business Development Manager to drive business growth, expand market presence, and build strong client relationships.

Key Responsibilities

- Identify and develop new business opportunities through market research, networking, and client engagement.
- Execute territory growth strategies to increase market share.
- Set and achieve sales targets, forecasts, and growth projections.
- Build and maintain strong relationships with key customers and stakeholders.
- Lead negotiations and secure long-term business agreements.

- Collaborate with internal teams to ensure effective solution delivery.
- Provide market insights to support pricing, positioning, and product strategies.
- Prepare sales reports, forecasts, and presentations for management.

Key Requirements

- Bachelor's degree in Material Science, Engineering, Electronics, Semiconductor, or related field.
- 2–3 years of experience in business development or sales (chemical, electronics, or semiconductor industries preferred).
- Experience in chemical/materials trading or high-tech manufacturing.
- Exposure to B2B technical sales and product launches.
- Strong sales, negotiation, and relationship management skills.
- Ability to analyze market data and translate insights into business strategies.
- Independent, results-driven, and able to work in a fast-paced environment.
- Proficiency in English, Mandarin, and Malay (Mandarin required for client communication).
- Familiarity with CRM tools and sales reporting.

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