



PR/160752 | New Business Development Manager (Japanese speaking)

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

1600442

業種

自動車・自動車部品

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30日 17:08

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

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

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

Well-established Japanese multinational company specializing in automobile aftermarket products. The company holds a leading market position in Japan, particularly in automotive aftermarket and replacement parts, serving customers across Japan and the broader Asia-Pacific region.

As part of its regional growth strategy and succession planning, the company is seeking a high-performing New Business Development Manager to lead business expansion efforts in Malaysia.

Key Responsibilities:

As a Business Development Manager, you will be responsible for identifying new business opportunities and managing customer relationships across Malaysia.

- Develop new business opportunities and expand market presence in Malaysia
- Generate leads through networking, referrals, and market research activities
- Promote and sell automotive aftermarket products
- Collaborate closely with regional AISIN offices, particularly the Thailand office, on sales and product marketing initiatives
- Build and maintain strong relationships with key accounts and business partners
- Achieve sales targets and contribute to overall business growth and market expansion

Requirements:

- Bachelor's Degree
- Minimum 7 years of B2B sales experience, with a strong focus on new business development
- Proven track record in business development and achieving sales targets
- Strong negotiation, presentation, and closing skills
- Experience in a managerial or leadership position
- Strong communication skills in Mandarin or English (business-level Japanese would be an added advantage)

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