

PR/160783 | Business Development Manager (Automotive) - Top leading automotive supplier

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
1602373

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11月03日 17:00

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
流暢レベル

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:

One of the world's leading Tier-1 automotive suppliers, serving major global automakers with automotive components, systems, and mobility solutions. They are looking for Manager for a new business team.

Job Description:

- Spearhead the development and implementation of new business models within the Malaysian automotive aftermarket.
- Collaborate with senior management to formulate and execute market growth and expansion strategies.
- Identify, evaluate, and establish new business opportunities, distribution channels, and strategic partnerships.

- Work closely with regional offices, headquarters in Japan, and cross-functional teams to ensure successful execution of business initiatives.
- Act as a key liaison between the Malaysia operations and global stakeholders to drive alignment and effective communication.
- Conduct market intelligence, industry research, and competitive analysis to support business planning and strategic decisions.
- Develop and deliver business proposals, management reports, and presentations for key stakeholders.
- Manage and oversee project implementation, ensuring milestones, timelines, and objectives are achieved.
- Support commercial discussions and negotiations with customers and partners to build long-term, sustainable business relationships.
- Track business performance, analyze results, and recommend improvement initiatives to drive growth and operational effectiveness.

Job Requirements:

- Bachelor's Degree in Business Administration, Marketing, or a related discipline.
- Proficient in Microsoft Office applications.
- Minimum of 5 years' relevant professional experience, preferably in business development, consulting, or project management.
- Strong leadership capabilities with excellent people management and team supervision skills.
- Proven ability to manage stakeholders across multiple functions and organizational levels.
- Comfortable working in a multicultural, cross-functional, and regional environment.
- Knowledge of the automotive industry is an added advantage, but not a prerequisite.

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会社説明