

PR/160867 | Business Development Manager (EMS & Supply Chain Solutions)

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
1605581

業種
その他（商社）

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24日 19:00

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

Our client is a well-established Japanese multinational company specializing in Electronics Manufacturing Services (EMS), supply chain solutions, procurement, trading services, and value-added manufacturing support is seeking a Sales Manager. You will be responsible for leading the Malaysia business while driving new business acquisition and market expansion initiatives. This role requires a commercially focused leader with strong consultative selling capabilities to develop integrated solutions encompassing EMS services, trading functions, supply chain solutions, and business consulting services. The successful candidate will play a key role in strengthening customer relationships, expanding market coverage, mentoring the existing sales team, and delivering sustainable business growth through strategic customer engagement and solution-based selling.

Key Responsibilities

- Provide overall leadership and management support for the Malaysia operation.
- Drive new business development activities and identify new revenue opportunities.
- Develop and execute sales strategies to expand market presence and customer base.

- Lead customer engagement activities and build long-term strategic relationships.
- Promote solution-based selling by understanding customer challenges and proposing integrated business solutions.
- Expand business opportunities involving EMS services, trading functions, supply chain solutions, and business consulting.
- Mentor, coach, and support the existing sales team to enhance performance and capabilities.
- Collaborate with regional and global stakeholders to achieve business objectives.
- Monitor market trends, competitor activities, and industry developments to identify growth opportunities.

Key Requirements

- Bachelor's Degree in Business, Engineering, or a related discipline
- A minimum of 5–10 years of B2B sales and business development experience.
- Proven track record in new business acquisition, solution selling, and consultative sales approaches.
- Strong customer problem-solving skills, commercial acumen, and leadership capabilities are essential.
- Industry experience within Electronics Manufacturing Services (EMS), electronic component distribution, medical devices, automotive, industrial manufacturing, or supply chain solutions will be highly preferred.
- Must possess a strong hunter mentality, excellent stakeholder management skills, and the ability to develop integrated customer solutions that create long-term business value.

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