

PR/160937 | Business Development Executive - Industrial & Power Tools

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
1607704

業種
プラント

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10月27日 04:00

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

Our client is a well-established multinational company specializing in power tools, industrial equipment and related accessories. With strong presence in Malaysia and international markets, the company provides professional solutions to customers across the construction, manufacturing, engineering and industrial sectors.

As part of their continued business expansion, they are looking for a **Business Development Executive/ Senior Business Development** Executive to strengthen their market presence and develop relationships with end users.

Job Responsibilities: -

- Develop business opportunities and strengthen product presence within the assigned market
- Conduct regular end user visits to understand customer needs, product applications and market requirements
- Work closely with Sales team to implement product and market development strategies
- Identify new product applications, potential customers and new market opportunities

- Gather feedback from end users and provide market insights to support product and business improvement
- Monitor competitor activities, market trends and industry developments
- Support product demonstration customer engagement activities and other market development initiatives
- Coordinate with internal teams to follow up on customer enquiries and after sales matters
- Maintain proper records of customer visits, market feedback and business development activities
- Prepare regular reports on market activities, customer feedback and product performance
- Carry out other business-related assignments as required by management

Requirements:

- Minimum Diploma or Degree in Business, Marketing, Engineering or a related field
- Approximately 2-5 years of experience in Business Development, Sales, Product Development or Market Development
- Candidates with experience in power tools, industrial equipment, hardware, machinery, construction products or other technical products will have an added advantage
- Strong communication and interpersonal skills with confidence in dealing with end users and business customers
- Self-motivated, proactive and able to work independently
- Good team player with the ability to work closely with Sales and other internal departments
- Willing to travel for customer visits and business activities
- Good command of English and Bahasa Malaysia. Mandarin/ Chinese communication skills will be an added advantage

#LI-JACMY

#Countrymalaysia

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