

PR/161006 | BD executive / investment

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
1609359

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03日 02:00

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
ビジネス会話レベル

日本語レベル
基礎会話レベル

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

Overall Purpose:
To support business development activities in Malaysia by identifying new business opportunities, coordinating projects, developing customer and partner relationships, conducting market research, and monitoring business progress from initial opportunity through project implementation.

Key Responsibilities:

1. Project Development & Coordination
    - Support development and coordination of new projects, including timelines, documentation, meetings, and follow-ups.
    - Coordinate among customers, suppliers, internal Marubeni teams, and other stakeholders.
    - Monitor project milestones, deliverables, risks, and regulatory/compliance requirements.
    - Facilitate communication and prepare project updates and meeting minutes.

2. Business & Project Monitoring
    - Follow up regularly with customers and project stakeholders on project progress.
    - Identify delays, risks, and issues and report them to management/internal teams.
    - Conduct factory/site visits and monitor loading or operational activities when required.
3. Market Research & Marketing
    - Research Malaysian market trends, products, competitors, and potential business opportunities, particularly in areas such as biomass, carbon credits, palm-based products, wood pallets, palm oil mills, and IP-related businesses.
    - Prepare market reports, monthly reports, and meeting minutes.
    - Gather and share relevant market intelligence with internal teams.
4. Customer & Partner Development
    - Develop and maintain relationships with prospective customers, suppliers, technology providers, and strategic partners.
    - Understand customer needs and identify potential areas where Marubeni can add value.
    - Introduce Marubeni Group products, services, and capabilities.
    - Facilitate preliminary commercial discussions and support early-stage negotiations.
5. Commercial & Business Growth Support
    - Manage and monitor the business opportunity pipeline.
    - Support preparation of business proposals, presentations, and commercial materials.
    - Coordinate internally to ensure opportunities are aligned with company strategy and available resources.
    - Support management in business planning and new growth initiatives.

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.

Privacy Policy Link: https://www.jac-recruitment.my/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.my/terms-of-use

---

会社説明