



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/161042 | Senior / Business Development Executive (power tools industry)

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

1611304

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09月22日 08:00

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

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

We are a growing organization seeking dynamic and results-driven Business Development professionals to expand our market presence and drive revenue growth. We are looking for individuals who possess strong industry networks, project-based sales experience, and the ability to generate immediate business opportunities.

If you have established relationships within key industries and a proven track record in securing projects, we would love to hear from you.

JOB RESPONSIBILITIES:

- Identify, develop, and secure new business opportunities and project sales.
- Build and maintain strong relationships with key decision-makers, including project managers, procurement managers, facility managers, consultants, contractors, and project owners.

- Generate sales leads and convert opportunities into successful project awards.
- Develop and execute strategic business development plans to achieve sales targets.
- Conduct market research, competitor analysis, and identify emerging industry opportunities.
- Prepare and deliver sales presentations, proposals, and quotations to clients.
- Collaborate closely with internal teams to ensure smooth project execution and customer satisfaction.
- Expand and strengthen the company's presence within targeted industries.

EXPERIENCE & QUALIFICATIONS:

- Minimum 3 years of experience in Business Development, Project Sales or B2B Sales.
- Proven experience in project-based selling.
- Strong network within target industries.
- Experience engaging with: Contractors, Consultants, Project owners, Industrial end users, Procurement teams, Facility management teams
- Demonstrated success in acquiring new customers and securing projects.
- Strong negotiation, relationship-building, and presentation skills.
- Self-motivated, results-oriented, and able to work independently.

We are particularly interested in candidates who:

- Have established networks and direct access to key decision-makers.
- Can quickly identify and convert business opportunities into sales.
- Possess strong market intelligence and industry knowledge.
- Have successfully secured major projects or strategic accounts.
- Are highly proactive hunters with a proven ability to develop new business.

#LI-JACMY

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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Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明