

PR/161283 | Home Based Business Development - Trading / Automotive 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
1621121

業種
電力・ガス・水道

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 10:45

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

Job Description:

- Identify, develop, and secure new business opportunities within the automotive and related manufacturing industries.
- Build and maintain strong relationships with existing and potential customers.
- Conduct market research and competitor analysis to identify industry trends and customer needs.
- Prepare and deliver sales presentations, proposals, and commercial quotations.
- Manage the entire sales cycle from lead generation to contract negotiation and project implementation.
- Develop strategic sales plans to achieve revenue and business growth objectives.
- Attend customer meetings, industry events, exhibitions, and networking activities.

Job Requirements:

- Bachelor's Degree in Business Administration, Marketing, Engineering, or a related field.
- Minimum 3-5 years of experience in Business Development, Sales, or Account Management within the automotive, manufacturing, industrial components, or trading industry.
- Experience dealing with automotive OEMs, Tier 1/Tier 2 suppliers, or manufacturing customers is highly preferred.
- Strong negotiation, communication, and presentation skills.
- Ability to work independently in a home-based environment.
- Possess own transport and be willing to travel for customer visits.

#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