


# PR/161350 | BUSINESS DEVELOPMENT MANAGER (DATA CENTRE INSTALLATION SOLUTIONS) - BASED IN JOHOR

## 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**
1623335

**業種**
その他（メーカー）

**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17日 10:17

## 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

**COMPANY OVERVIEW**

Our client is a well-established company specialized providing engineering and installation solutions for Data Centres projects. This role offers an exciting opportunity to drive market growth, build strong industry relationships, and contribute to expanding the company's presence through both technical expertise and business development initiatives, within the booming Data Centre sector.

**JOB RESPONSIBILITIES**

- Build and maintain strong relationships with distributors, engineering consultants, architects, and contractors to support business expansion and achieve sales targets.
- Drive product specifications by engaging with key engineering consultants and project stakeholders throughout the project lifecycle.

- Provide technical support, product training, installation demonstrations, and technical consultations to distributors, contractors, and designers.
- Conduct technical presentations and seminars to communicate the benefits and value of the company's solutions.
- Monitor market trends, competitor activities, customer requirements, and distributor performance to identify growth opportunities.
- Coordinate with regional teams on technical standards, approvals, system updates, and implementation activities.
- Work closely with internal teams on pricing strategies, demand forecasting, and supply planning to ensure customer satisfaction and business growth.

**JOB REQUIREMENTS**

- Bachelor's Degree / Diploma in Civil Engineering, Structural Engineering, Architecture, or a related discipline.
- Preferably with at least 5 years of experience as Technical Sales Engineer / Civil Engineering consultation in Construction industry, exposure to Data Centre projects would be a plus.
- Strong technical understanding of construction-related systems and the ability to provide technical proposals and solutions.
- Experienced in consultative business development, and stakeholder management within the construction market.
- Excellent communication and problem-solving skills.

Interested candidates are welcomed to apply online.

#LI-JACMY
#statejohor

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会社説明