



PR/157903 | Assistant Business Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505149

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:32

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A leading provider of high-quality metal products and recycling solutions, committed to addressing diverse industrial needs, is seeking a dynamic and experienced Assistant Business Development Manager to join their team.

Main responsibilities of the Assistant Business Development Manager role:

- Present and promote our services to both prospective and existing customers.
- Conduct cost-benefit and needs analysis to align with potential customers' requirements.
- Build, develop, and maintain positive relationships with business and customers.
- Identify and establish suitable locations for warehouse and office spaces.
- Source and interview warehouse personnel and logistics companies.
- Provide on-site service support and follow-up to ensure customer satisfaction.
- Plan and coordinate weekly pickup schedules with customers, and work with team members and other departments.
- Assist in identifying market competitors for the company's products and services.
- Reach out to potential customers through cold calling.
- Accurately and timely update sales data/records in the ERP system.
- Collaborate closely with the Materials Procurement Manager to meet sales and marketing goals.
- Complete additional assignments as directed by management

Main Requirements:

- Bachelor's Degree in Business or a related field, with at least 3 years of relevant experience.

- Familiarity with BRM and CRM practices, with the ability to build productive professional relationships.
- Capability to create and deliver tailored presentations to meet audience needs.
- Strong relationship management skills and openness to feedback.
- Mature personality with a positive attitude, able to work independently and self-motivated.
- Excellent communication, interpersonal, and presentation skills.
- Highly motivated and target-driven with a proven sales track record.

Benefits:

- Competitive salary and benefits package.
- A dynamic and innovative work environment.
- Career growth and development opportunities.

Company Description