



PR/157933 | BUSINESS DEVELOPMENT MANAGER (DATA CENTER)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505185

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:33

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

our client is a newly set up data center infrastructure and equipment supplier from overseas investment.

KEY RESPONSIBILITIES

- **Client Engagement:** Identify and engage with potential data center clients to understand their needs and propose tailored solutions.
- **Market Analysis:** Conduct market research to identify new business opportunities and stay updated on industry trends and competitor activities.
- **Relationship Building:** Develop and maintain strong relationships with data center clients, equipment suppliers, and government agencies.

- Strategic Partnerships: Identify and establish strategic partnerships to enhance our service offerings and expand our market reach.
- Proposal Development: Prepare and present business proposals, negotiating terms and conditions to secure new contracts.
- Project Coordination: Collaborate with internal teams to ensure smooth project execution and client satisfaction.
- Sales Targets: Achieve and exceed sales targets, contributing to the company's overall growth strategy.
- Government Liaison: Engage with government agencies to understand regulatory requirements and explore incentives for data center projects.

JOB REQUIREMENTS

- Degree in Business, Engineering or related field.
- Minimum 5 years of experience in business development, preferably in the data center or IT infrastructure industry

Interested applicants, kindly apply online or contact Sue Sin at suesin.yong@jac-recruitment.com / 07-2781122 / 012-7378326

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Company Description