



## PR/158048 | Business Development Executive - Sheet Metal Fabrication

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1505363

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:36

### 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

**Company and Job Overview**

In the metal fabrication industry, a prominent company is seeking a skilled Business Development Executive with experience in metal stamping. This role involves identifying new business opportunities, building and maintaining strong client relationships, and driving sales growth. The ideal candidate will have a deep understanding of metal stamping processes, excellent communication skills, and a proven track record in business development. This is an exciting opportunity for a professional looking to contribute to a leading company known for its high-quality metal products and innovative solutions.

**Job Responsibilities**

- Create and deliver technical presentations to showcase our products or services to clients.
- Draft quotations and proposals for customers.
- Understand customer needs and offer sales support.
- Generate high-quality sales leads, follow up after initial contact, secure and renew orders, negotiate prices, finalize sales, and coordinate deliveries.
- Work with the engineering team to research, develop, and modify products to meet customers' technical requirements.
- Address customer issues by collaborating with internal and external resources.
- Collect and log customer feedback, analyze the data, and develop new sales and marketing strategies.
- Identify areas for improvement, communicate these to upper management, and suggest possible solutions.
- Provide weekly business development reports on quotations sent to customers and their status.

**Job Requirements**

- Bachelor's degree or Diploma in Mechanical Engineering or a related field.
- Experience in sales and the technology sector.
- Minimum of 2 years of working experience in a manufacturing environment.
- Strong organizational and time management skills.
- Excellent communication and interpersonal skills.

**Benefits**

- Opportunities for professional development and career growth.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

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**Company Description**