



JAC Recruitment

We are recruitment specialists around the globe

Malaysia



## PR/158230 | BUSINESS DEVELOPMENT MANAGER (SHIPPING)

### Job Information

**Recruiter**[JAC Recruitment Malaysia](#)**Job ID**

1505460

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:37

### 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 MNC shipping and freight forwarding company with office in Johor Bahru.

### KEY RESPONSIBILITIES

Location: Johor Bahru town

- To drive business growth in the freight forwarding/shipping/logistics, expanding client base, and maximizing revenue opportunities.
- To be the hunter for new clients.
- To prepare and present proposals, contracts, and pricing agreements to potential clients, negotiating terms and closing deals to achieve sales targets.
- To monitor and analyze sales performance metrics, market trends, and customer feedback.

**JOB REQUIREMENTS**

- Degree/Diploma in Business Studies, Marketing, Logistics or related field.
- 3-5 years experience in similar industry.
- Good communication and interpersonal skills.

Interested applicants please feel free to apply online or contact us for more information. 07-2781122.

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Company Description