



PR/158224 | Business Development Manager (Freight Forwarding)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1507255

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 10:12

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 global logistics and freight forwarding company, and we are currently seeking a dynamic and experienced Business Development Manager to join our team in Selangor Malaysia. The Business Development Manager will play a key role in driving business growth, expanding our client base, and maximizing revenue opportunities in Selangor Vicinity .

1. Develop and implement strategic plans to expand the company's presence , focusing on new business acquisition and revenue growth
2. Identify and pursue new business opportunities through proactive prospecting, networking, and relationship building with potential clients in various industries.
3. Conduct market research to identify emerging trends, competitive landscape, and customer needs, and use insights to develop tailored solutions and value propositions.
4. Build and maintain strong relationships with existing clients to ensure customer satisfaction and maximize account retention and upsell opportunities.

5. Collaborate with internal teams, including operations, pricing, and customer service, to develop customized logistics solutions and meet client requirements.
6. Prepare and present proposals, contracts, and pricing agreements to potential clients, negotiating terms and closing deals to achieve sales targets.
7. Monitor and analyze sales performance metrics, market trends, and customer feedback to identify areas for improvement and develop action plans accordingly
8. Stay updated on industry developments, regulatory changes, and market dynamics affecting the logistics and freight forwarding industry
9. Represent Company in industry events, trade shows, and networking functions to promote the company's services and expand its network of contacts

Requirements

1. Bachelor's degree in business administration, Marketing, Logistics, or a related field. Master's degree preferred.
2. Minimum of 5 years of experience in business development, sales, or account management in the logistics, freight forwarding, or supply chain industry.
3. Proven track record of achieving sales targets and driving revenue growth in a competitive market environment.
4. Strong understanding of logistics and supply chain management concepts, with the ability to develop and present customized solutions to clients.
5. Excellent communication, negotiation, and interpersonal skills, with the ability to build rapport and establish credibility with clients at all levels.
6. Self-motivated and results-oriented, with the ability to work independently and as part of a team in a fast-paced, dynamic environment.
7. Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) and CRM software. Knowledge of logistics software and tools is a plus.
8. Fluency in English and Malay. Proficiency in other languages spoken will be an added advantage

Company Description