



PR/158192 | Business Development Manager (IT Hardware)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1511029

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 17th, 2024 11:30

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 Information

A MNC company from China is looking for a Business Development Manager role that specialised in vertical market.

Job Responsibilities

- Identify partnership opportunities in the market
- Explore more sales opportunities to achieve the sales target
- Develop new relationships in an effort to grow company business
- Maintain rapport with existing business partners
- Think critically when planning to assure project success
- Sensitive to clients' requirements and current market trend
- Prepare and update sales activities report

Job Requirements:

- Min of 5 years business development experience with recent 3 - 4 years' prior IT industry related
- Strong communication and interpersonal skills
- Proven knowledge and execution of successful development strategies
- Focused and goal-oriented

Company Description