



## PR/157249 | Business Development Manager (Advertising industry)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1512120

**Industry**

Digital Marketing

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 24th, 2024 10:26

### 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 marketing/ advertising agency based in KL is looking for a Business Development Executive / Senior Executive role.

#### Key Responsibilities:

- To develop comprehensive media plan to meet partners/clients' business needs.
- To sell and market a full range of digital marketing solutions to business partners/ad agencies.
- To identify and develop new business opportunities.
- Organize and participate in sales visits with potential and existing partners/ad agencies/key clients.

- Work closely and develop good relationship with Key Business Partners. Conduct market research.
- Any other administrative duties as assigned by immediate supervisor

Key Requirements:

- Good command of both written and spoken English -2+ year of work experience in sales & marketing from the advertising media field.
- Graduate in Business Management, E-Commerce, Marketing or related discipline would be an advantage but not necessary.
- Experienced in hunting for clients, preparing proposal and media planning, conducting presentation and closing the deal.
- Have passion for sales and the ability to work towards targets.
- Be able to establish instant rapport with partners/ad agencies/key clients.
- Result oriented, positive, self-motivated, outgoing, good interpersonal skill.
- Show a sense of aggression and capability

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Company Description