



## PR/157524 | Business Development Manager (Home based)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1512155

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

January 22nd, 2025 05:00

### 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 fast-growing chemicals company based in Singapore who manufacture and distribute a wide range of products, including all-in-one lubricants, disinfectant cleaners, contact cleaners, biodegradable degreasers etc., is looking for Business Development Manager to develop new distributors in SEA regions.

### Job Responsibilities

- Responsible for driving strong sales growth to achieve sales and profit targets in assigned territories, industries and channels
- Develop new distributors in assigned territories
- Build and maintain strong relationship with distributors, direct customers, purchasers and end users
- Provide sales & product trainings to distributors and end-users

- Work closely with key customers/distributors to plan, implement marketing strategies and promotional programs in line with company's direction
- Recommend appropriate pricing strategies for all product lines
- Gather and analyze market and competitors' information

#### **Job Requirements**

- Highly sales-focused individual who is extremely self-motivated and keen to make increasing sales and be rewarded for success
- Experience in sales is a must. Experience in chemical product sales with regional sales function in South East Asia is strongly preferred
- Previous sales experience in marine, oil & gas, industrial sectors, distributor management would be advantageous
- Excellent selling, negotiation and relationship building skills
- You MUST believe that SALES is a NUMBERS game, and achieving targets is the primary objective
- All education backgrounds considered
- Willing to travel

#### **Job highlights:**

- Positive work culture
- Dynamic and growing company
- Home based
- Attractive commission

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 that only shortlisted candidates will be notified. Thank you for your understanding.

---

#### **Company Description**