



## PR/157903 | Assistant Business Development Manager

### Job Information

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

1512298

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

January 8th, 2025 15:00

### 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 leading provider of high-quality metal products and recycling solutions, committed to addressing diverse industrial needs, is seeking a dynamic and experienced Assistant Business Development Manager to join their team.

**Main responsibilities of the Assistant Business Development Manager role:**

- Present and promote our services to both prospective and existing customers.
- Conduct cost-benefit and needs analysis to align with potential customers' requirements.
- Build, develop, and maintain positive relationships with business and customers.
- Identify and establish suitable locations for warehouse and office spaces.
- Source and interview warehouse personnel and logistics companies.
- Provide on-site service support and follow-up to ensure customer satisfaction.
- Plan and coordinate weekly pickup schedules with customers, and work with team members and other departments.
- Assist in identifying market competitors for the company's products and services.
- Reach out to potential customers through cold calling.
- Accurately and timely update sales data/records in the ERP system.
- Collaborate closely with the Materials Procurement Manager to meet sales and marketing goals.
- Complete additional assignments as directed by management

**Main Requirements:**

- Bachelor's Degree in Business or a related field, with at least 3 years of relevant experience.

- Familiarity with BRM and CRM practices, with the ability to build productive professional relationships.
- Capability to create and deliver tailored presentations to meet audience needs.
- Strong relationship management skills and openness to feedback.
- Mature personality with a positive attitude, able to work independently and self-motivated.
- Excellent communication, interpersonal, and presentation skills.
- Highly motivated and target-driven with a proven sales track record.

**Benefits:**

- Competitive salary and benefits package.
- A dynamic and innovative work environment.
- Career growth and development opportunities.

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Company Description