



PR/158296 | Business Development Manager for Japanese Speaker

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512393

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 11:01

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 and Job Overview

A global leader in precision manufacturing solutions is actively seeking a talented Business Development Manager who is fluent in Japanese. This role involves managing all sales and new business development activities across several key markets, including Japan, Malaysia, and the Asia-Pacific region.

Job Responsibilities:

- Manage sales and business development activities in assigned territories (Japan, Malaysia, AP).
- Develop and implement annual sales plans in collaboration with Sales, Operations, and Senior Management.
- Understand and utilize quoting, pricing, and proposal/RFQ processes and systems, including salesforce.com (SFDC).
- Maximize sales opportunities, capture market share from competitors, and enhance company value.
- Build and maintain a database of qualified opportunities through various channels and manage them in SFDC.
- Collaborate with Product Management and Marketing to implement marketing plans and organize customer events.
- Maintain accurate records of sales activities, adhere to company policies, and contribute to educational programs and trade shows.

Job Requirements:

- An undergraduate degree in Business or Engineering or equivalent experience is required.
- A minimum of 5 years of proven successful sales experience (profitable growth) in the medical device industry in the Japanese market.

- Proficiency with Customer Relationship Management (CRM) software, specifically salesforce.com (SFDC).
- Preferred experience in Medical Instruments.

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

Company Description