



JAC Recruitment

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Malaysia



## PR/158497 | Business Development Manager (Manufacturing)

### Job Information

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

1517917

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 22nd, 2025 17:00

### 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

#### COMPANY OVERVIEW

A leading authority in plate heat exchangers with 70 years of industry experience is seeking a Business Solution Manager in Subang Jaya. The company offers extensive support through industrial knowledge solutions, technical expertise, and reliable product delivery. The Business Solution Manager will develop and implement business strategies, manage client relationships, conduct market analysis, oversee projects, lead a team, manage budgets, and drive innovation. This role is ideal for someone with a strategic mindset, strong leadership skills, and a passion for delivering exceptional client solutions. The company's commitment is to assist those in need, continuing their legacy of excellence and customer satisfaction.

#### JOB RESPONSIBILITIES

- Design and implement departmental strategies that support the organization's objectives.
- Evaluate and monitor team performance against established KPIs and targets.

- Lead a team of three employees, encouraging a culture of collaboration and high performance. Provide coaching, mentoring, and training to team members.
- Prepare and oversee the departmental budget.
- Analyze reports to identify improvement opportunities and internal weaknesses. Make decisions based on market research, customer insights, and trends.
- Plan and manage project execution, ensuring timely and budget-compliant delivery. Identify risks and implement contingency plans as needed.
- Ensure all activities are consistent with the company's brand image.

#### **JOB REQUIREMENTS**

- At least 10 years in a managerial or leadership role; candidates in their 40s are acceptable.
- Demonstrated ability to meet business targets and lead successful teams.
- Excellent in leading and managing teams.
- Strong abilities in analysis and problem-solving.
- Proficient in Microsoft Office (Excel, Word, PowerPoint).
- Excellent in communication, negotiation, and organization.
- Capable of adapting to dynamic environments and handling complex challenges.
- Focused on innovation and continuous improvement.
- Good command of spoken and written in English and Japanese language skills being a plus.

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#### **Company Description**