



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

January 28th, 2025 11:03

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