



PR/158693 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1526044

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 11th, 2025 10:44

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

Responsibilities:

- Establish and maintain excellent relationship with clients, understand market trends and client needs.
- Maintain a database of customer information and preferences to tailor promotions and services accordingly.
- Lead market research and analysis to identify growth trends and opportunities.
- Collaborate with the marketing team to develop strategies for customer outreach and engagement.
- Develop and implement sales strategies to achieve revenue targets and business objectives.
- Work closely with the marketing and sales teams to align business development efforts with company goals.
- Track and report on business development activities, sales performance, and market trends.
- Provide regular updates on sales activities, business development initiatives, and customer feedback to senior management.
- Implement strategies to ensure customer satisfaction and retention, working closely with internal teams to deliver high-quality solutions.
- Attend networking events, conferences, and roadshow to promote the company and build industry connections.

Requirements:

- Bachelor's degree in Business, Marketing, or any related field.
- Proven minimum experience 3~5 years in business development, marketing and sales, preferably in retail industry.
- Strong understanding of customer needs, market dynamics & industry trends.

- Excellent communication, presentation, and negotiation skills.
- Self-motivated, goal-oriented, and results-driven.
- Knowledge and experience in E-Commerce platform & CRM software is an added advantage.
- Willingness to travel if necessary.

Company Description