



PR/158693 | Business Development Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメント マレーシア

求人ID

1526044

業種

その他（商社）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2025年03月11日 10:44

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.

会社説明