



K-One Technology Bhd. and its subsidiaries, jointly known as the K-One Group, is a technology solution provider listed on Bursa Malaysia. It is driven by 2 key businesses; ODM/OEM of healthcare/medical devices, IoT products, consumer electronic lifestyle gadgets, industrial products and automotive aggregates for multinationals worldwide and the provision of cloud computing solutions. In view of our expansion, we are seeking a suitably qualified candidate to fill the following position:

### **Business Development Executive**

Location – Petaling Jaya

#### **Responsibilities**

- To generate leads, make cold calls and develop business from new customers.
- To implement business or marketing plans to achieve sales/profit goals set.
- To attend and set up sales/product exhibitions locally and overseas for securing of new customers.
- To assist in the collection of accounts receivables.
- To provide quotations and attend to customer enquiries.
- To analyze customers' requirements and current market conditions

#### **Requirements**

- Minimum Diploma in any Engineering or Science discipline.
- At least 2 years of experience in the sales and/or marketing of electronic/industrial products or components to OEMs or EMSs.
- Possess excellent communication and interpersonal skills.
- High result achievers who are ambitious, energetic, independent and resourceful.
- High level contract negotiation experience and closing skills.
- Able to travel frequently.

Interested candidates are invited to apply online or write-in with your detailed resume stating personal particulars, qualifications, employment history, current and expected salaries, contact no. and passport-sized photo (n.r.) to:

The People & Executive Manager

K-One Group

66 & 68 Jalan SS22/21

Damansara Jaya

47400 Petaling Jaya

Selangor

E-mail: [hr@k-one.com](mailto:hr@k-one.com)

For more information, please visit us at: [www.k-one.com](http://www.k-one.com)