



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 Manager**

Location – US

#### **Responsibilities**

- To develop business from new customers.
- To formulate and implement strategic business/sales plans.
- To plan, execute and achieve sales and profit targets set.
- To assist in the collection of accounts receivables from customers.
- To provide quotations and attend to customers' issues.
- To analyze customers' requirements and current market conditions for feedback to Management.
- To act as the primary interface between customers and internal manufacturing and engineering support.

#### **Requirements**

- Degree in any Engineering/Science discipline. Diploma holders and those from other educational disciplines with the relevant working experience will be considered.
- At least 7 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)