



K-One Technology Bhd. and its subsidiaries, jointly known as the K-One Group, is a technology solutions provider listed on Bursa Malaysia. It is driven by 3 key businesses; ODM/OEM of healthcare/medical devices, IoT gadgets, consumer electronic products, industrial equipment and automotive aggregates for multinationals worldwide, provision of cloud computing solutions and distribution of healthcare/hygiene-care products. In view of our expansion, we are seeking a suitably qualified candidate to fill the following position:

Business Development Specialist

Location-Petaling Jaya

Cutting-edge technologies reshape how the world works, which are being built by high-profile conglomerates across **Europe, the US and beyond**. We are the technology partner on the ground to bring it to market. As our Commercial Development Specialist, you will be the bridge between some of the world's most advanced technology companies and the customers who'll use what they build.

It's commercial work with products most people only read about.

What you will be doing

- **Open doors.** To turn market plans into real leads and win new customers.
- **Grow the accounts that matter.** To deepen relationships with key clients and expand what we do together.
- **Represent us on the world map.** To attend product exhibitions and client meetings locally *and* overseas.
- **Be the trusted advisor.** To understand what customers really need and shape the right solution.
- **Win the deal.** To craft sharp and competitive bidding proposals that close deals.

Who we're looking for

- A degree in Business, Marketing, Engineering or a related field or a diploma with relevant experience.

- **At least 4 years' experience** in the sales or marketing of electronic or industrial products to OEMs or SMEs.
- A natural communicator who builds rapport quickly and works well in a team.
- Ambitious, energetic and resourceful. Someone who moves things forward without being asked twice.
- Someone who enjoys to travel and is excited by the business of technology.

What will make you different

- **A passport that gets used.** Overseas exhibitions and client engagements are part of the job.
- **International exposure early.** You will see how world-class technology companies operate and gain experience that accelerates your career.
- **Exciting products.** You will work with cutting-edge solutions from international tech leaders before it is being launched.
- **Room to grow.** Growing business where ambition here is rewarded with career progression.

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
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