Join Our Team

BUSINESS DEVELOPER – CENTRAL & NORTHEN MALAYSIA

Location: Butterworth or Ipoh

COMPANY OVERVIEW

Founded in 1998, **APP Timber** is the largest European-owned, Asia-based supplier of legally sourced imported timber products. We specialize in delivering value-added material and service solutions to wood-related industries across the globe. Our headquarter is in Shah Alam, Malaysia, with active sales & sourcing operations in five key markets: **China, Indonesia, Malaysia/Singapore, Thailand, and Vietnam** – plus growing presence in other Southeast and Central Asian markets. We also operate warehouses in Malaysia and Indonesia, and export Asian-made products worldwide.

OUR VISION

To be the trusted partner and customers' ultimate choice for legally sourced sustainable timber solutions.

OUR MISSION

To provide excellent service to global partners and be the market leader in timber and service solutions.

THE ROLE

We are seeking a **Business Developer** to lead all our marketing and sales activities in **central and northern Malaysia**. The **Key Resonsibilties** are;

- Maintain and expand our existing customer base
- Follow up on existing orders, enquiries, offers, payments and related matters
- Generate leads, and develop them into buying customers
- Introduce and sell new products
- Achieve the agreed monthly and yearly sales and gross margin budgets
- Represent & promote APP Timber as the leading innovative timber solutions provider
- Prepare regular reports for Country Sales Manager
- Perform ad-hoc duties as assigned

REQUIREMENTS

- **Minimum 5 years** of relevant sales experience in a wood based trading company
- Proactive and able to work independently with daily reporting
- **Age range:** approximately 25–35 years
- **Language:** good in spoken and written English and knowledge of Chinese dialects

---

WHAT DO WE OFFER?

- Competitive salary
- Car mileage allowance
- Performance related bonuses
- Health insurance
- Attractive, collaborative working environment
- 5-days work week

WHY JOIN APP TIMBER?

We are a lean, high-performing team of approximately **35 employees across five countries**. At APP Timber, we believe in:

- Personal engagement and continuous learning (in-house & external training)
- Career development initiatives
- Close, harmonious teamwork across cultures, countries, races, and religions

Our team includes colleagues from **Malaysia, Indonesia, Thailand, Vietnam, Germany and the Netherlands** – all proud to be part of the APP Timber family.

Together, we make APP Timber "a great place to work."

HOW TO APPLY

Visit **www.apptimber.com** to learn more about our company, people, and work. Interested candidates should email their **complete resume** and a **recent photo** to: **hr@apptimber.com**

APP Timber Sdn Bhd
21 Jalan Utarid U5/11
Mah Sing Industrial Park
40150 Shah Alam
Selangor