



PR/158695 | Head of Sales Manager (Power Tools)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1540906

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 03:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a leading global provider of high-quality power tools equipment. They are currently looking a motivated and experienced **Sales Manager** to manage and expanding the sales network of dealer and users within assigned territories.

Location to work: Subang Jaya, Selangor

Job Responsibilities: -

- To organize and manage sales team.
- To meet daily, monthly and yearly sales target.
- To create end users' demand.
- Establishes sales objectives by forecasting and developing annual sales quotas for each territory.
- Establishes and adjusts selling price by monitoring costs, competitors pricing etc.
- Implement sales programs by developing field sales action plans.
- To implement sales campaign / promotion in line with the Company's objectives.
- To ensure all monetary collection from the customers.
- To carry out marketing functions in accordance with the Company's products.
- To visit customers to create good rapport with the Company.

- To gather and compile all competitors' pricing and sales activities.
- To assist in all aspects on the Company overall sales functions.
- To perform any ad hoc assignments as assigned by immediate superior.

Job Requirements:

- Candidate must possess at least Bachelor degree in any related fields
- Minimum five (5) years of experience in sales management and preferably with knowledge in industrial products.
- Possess a strategic mind set with high level of integrity, ethics and results driven.
- Excellent analytical, problem solving, interpersonal and communication skills.
- Excellent participatory management skills, effective team-builder with high accountability for his/her actions.
- Required skills: Microsoft Words & Excel.
- Required language: English, Chinese, and Bahasa Malaysia.

#LI-JACMY

#countrymalaysia

Company Description