



PR/159146 | Sales Manager - Automotive (KL Branch)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1544069

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 10th, 2025 10:56

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 Japanese leading global manufacturer of automotive drivetrain components, they are now expanding their footprint with a new branch office in Kuala Lumpur, currently their office in Nilai, Selangor. To support this growth, they are looking for experienced Sales Manager to lead their commercial activities in the central regions.

Job Responsibilities: -

- Develop and execute sales strategies to achieve revenue targets for the new KL branch
- Identify and grow new business opportunities, including distributors, OEMs, workshops and industrial clients
- Manage and expand relationships with key account while ensuring high customer satisfaction
- Monitor sales pipeline, forecasts and market trends to support strategic planning
- Collaborate with marketing, product and technical support teams to execute promotional campaigns and customer engagement activities

- Provide timely report and insights on sales performance, customer feedback and competitive activity
- Lead and mentor a small sales team, provide coaching and ensure performance KPIs are met
- Represent the company at trade exhibitions, events and customer meetings to enhance brand presence

Job Requirements:

- Bachelor's degree in business engineering or a related field
- Minimum 5-8 years of B2B sales experience in the automotive manufacturing or industrial components industry
- Strong understanding of OEM and aftermarket distribution network
- Excellent communication, negotiation and relationship building skills
- Self-driven, hands on and able to work independently to build a new regional presence
Able to travel locally within the central region for client visits

#LI-JACMY

#countrymalaysia

Company Description