



## PR/158773 | Sales Executive

### Job Information

**Recruiter**
[JAC Recruitment Malaysia](#)
**Job ID**

1548090

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

August 20th, 2025 08:01

### 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 an established wood pallet packaging solutions MNC with operations in Tanjung Langsat, Pasir Gudang, Johor Bahru.

#### KEY RESPONSIBILITIES

- Work with the Chief Customer Officer & Management team to develop and execute sales plans and strategies to hunt & win new customers and grow existing key accounts.
- Build sales pipelines & budgets, track performance against targets, and undertake sales activities to meet or exceed sales targets through profitable growth.
- Use consultative selling skills to develop proposals that meet customers' needs based on products and services, including Total Packaging Solutions, logistics and sustainable packaging.
- Analyze project financials and viability (revenue, margins, profitability, contracts) and prepare business case (pricing and costs) for approval by Management.

- Prepare and present periodic sales reports and updated forecasts

**JOB REQUIREMENT**

Degree/Diploma holder.

2-3 years experience preferably with manufacturing or supply chain/logistics industry.

good communication and interpersonal skills.

**Benefits**

Basic + car allowance + incentive + commission

Interested applicants are welcome to apply online or contact us for more information.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**