



PR/159211 | Sales Manager (Pulp & Paper MNC)

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1548165

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:36

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 MNC in the pulp, paper, and board industries who is currently hiring for a Sales Manager, as part of their business growth for the APAC region. This position will be based at Shah Alam, Selangor. The successful candidate should have a strong background and understanding of the paper trading business, especially on the application and use of Kraft paper, printing, writing and specialty paper.

Key Responsibilities:

- Organizing, developing, and effecting sales activities within the assigned territory
- Manage suppliers' relationship from a sales perspective on a market through a structured communication approach
- Manage complex projects in alignment with customer and supplier's team
- Identify sales opportunities on the market, find solution among suppliers and fact-based value proposal, negotiate and close deals and drive growth of profitable contracts
- Responsible for maintaining and developing existing accounts
- Analyse customer needs and potential and use them as basis for developing suitable activities for achieving your sales targets
- Responsible for own customer portfolio and will provide customers with advice and assistance that is reliable,

- competent and promotes growth
- Follow up on customer communication in a timely and professional manner
- Promote the services and products of all entities, and coordinate sales efforts with other department sales
- Regular customer's visits in terms of the future/ongoing projects
- Taking part in exhibition, industry events & conferences

Job Requirements:

- At least 3 years of working experience as a sales manager from pulp/paper/cardboard industry
- Good understanding of the paper trading business, especially on the usage of Kraft paper is an added advantage
- Fluent English and Mandarin is required for this role
- Must be a team player and willing to execute the vision of the company's management
- Candidate must have excellent organizational ability, have an ability to multitask, prioritize and meet deadlines

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Company Description