



PR/158960 | Senior Sales Executive (Construction Materials)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548305

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 7th, 2026 06:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A manufacturing company specializing in advanced construction materials is seeking a senior/ sales executive to develop market segments in the central regions of Malaysia.

Job Responsibilities

- Ensure that the predetermined sales, gross profitability, and growth objectives of the Market Segment & Territories are achieved or exceeded
- High level of market penetration and coverage, provide adequate level of customer service, technical service, and after-sales service
- Recommend and update new products in the market and evaluate the potential for future marketing
- Plan, implement, and monitor all sales and marketing activities for new market segments and/or territory
- Ensure the availability of stocks and closely gear the stock position to the actual needs of the market and financial objectives of the company

- Efficient control and collection of trade debts from the customers according to the agreed credit facilities
- Provide regular feedback on the general market conditions, trends, and competitors moves in the assigned regions
- Update and prepare weekly sales reports and material forecasts on a timely basis

Job Requirements

- Diploma/ Degree in Engineering (Civil/ Building) or any related Science knowledge or background
- At least 3 years in industrial selling, preferable to the building and construction industry
- Demonstrable sound business judgement and the ability to lead in a “teamwork” environment are essential
- Possess own transport and willing to travel within Malaysia
- Applicants should be Malaysian citizens or hold relevant residence status

Interested applicants, feel free to click **APPLY NOW**.

#LI-JACMY

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description