



JAC Recruitment

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JAC Recruitment Malaysia

PR/158992 | Sales Manager (Paper)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548339

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

September 17th, 2025 04:00

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

Our client specializes in the supplying and distributing of various paper products. They are seeking a dynamic and experienced Sales professional to lead the sales efforts in the paper and pulp products sector. The ideal candidate will be responsible for developing and implementing strategic sales plans, expanding market reach, and ensuring client satisfaction through effective product distribution and customer relations within Malaysia.

Job Responsibilities

- Develop and maintain relationships with existing clients while actively seeking new business opportunities to grow the customer base in printing companies and converters
- Create and execute a strategic sales plan to expand the company's customer base and strengthen market presence
- Perform market analysis, monitor competitor activities, and review government policies to inform strategic decisions
- Deliver after-sales service, including resolving product quality issues and providing product knowledge
- Identify and negotiate with suppliers to improve market competitiveness and optimize the supply chain
- Participate in exhibitions and business trips

Job Requirements

- Diploma/ Degree in Business Administration/ Marketing/ Chemistry or any related field
- Have at least 5 years of sales experience in the paper & pulp or packaging materials industry, with strong product knowledge.
- Preferably possess knowledge of related products, such as paper containers, chemicals, machinery, etc.
- Demonstrate problem-solving abilities, negotiation skills, flexibility, and strong communication skills.
- Possess own transport and be willing to travel
- Applicants should be Malaysian citizens or hold relevant residence status

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

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