



PR/159405 | Forwarding Sales Assistant Manager

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1555399

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 2nd, 2025 13:00

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

Job Description

- Deliver exceptional customer service by promoting and selling company services tailored to client needs.
- Manage existing client accounts and identify new business opportunities by strategically planning daily outreach to current and prospective sales channels.
- Drive sales performance through targeted efforts based on analysis of customer profiles and market potential.
- Provide accurate pricing and quotations by referencing established price lists and product cost structures.
- Keep management updated through regular reporting, including daily activity logs, weekly plans, and monthly/annual territory performance reviews.
- Stay informed about market trends and competitor activities, including pricing, product launches, delivery timelines, and merchandising strategies.

- Recommend improvements to products, services, and policies based on market feedback and performance analysis.
- Address customer concerns by investigating issues, proposing effective solutions, and reporting findings to management.
- Maintain up-to-date professional and technical knowledge by attending workshops, reviewing industry publications, networking, and participating in relevant associations.
- Support team and company goals by contributing to shared objectives and delivering results as needed.

Job Requirements

- Bachelor's Degree in Sales, Logistics & Transportation, Business Management, or a related field.
- Minimum of 3 years' proven experience as a Sales Representative.
- Background in Supply Chain Management or Warehouse Operations is preferred.
- Familiarity with Warehouse Management Systems (WMS) and Customer Relationship Management (CRM) tools.
- Strong ability to build and maintain professional business relationships.

#LI-JACMY

#stateselangor

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