



PR/159486 | Sales Executive / Senior - Beauty, Skincare & Cosmetics (Hybrid Work)

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1556268

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 26th, 2025 10:21

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

A multinational company in the Beauty, Skincare & Cosmetics industry is looking for a Senior Sales Executive to join their team at Petaling Jaya. This role is responsible for driving sales of beauty products through direct client interaction, retail partners, or B2B channels, achieving sales targets, building customer relationships, and promoting brand awareness.

Key Responsibilities:

- Sales target setting and execution with the Beauty Advisors (BA) team to meet the company KPI.
- Plan counter event with the Marketing team, promote new launches and best-selling products to maximize revenue.
- Handle order planning, manage stock and monitor counter inventory to ensure sufficient stock supply.
- Maintains accurate records of daily sales, customer feedback, and inventory movement, and submit sales reports and insights to the Sales Manager.

- Provide feedback on customer preferences and market trends, organize logistical problems and devise improvement plans to reduce costs and maximize efficiency.
- Handle BA's hiring, working schedule arrangement and monitor their work performance to ensure they achieve the sales target.
- Build and maintain long-term relationships with retailers, handle product inquiries, feedback, and post-sales follow-up.
- Ensure products are well displayed and organized according to brand standards, and maintain promotion visual merchandising that aligns with marketing campaigns.
- Resolves customer complaints and problems with the Education team in a timely manner.
- Work together with the Education team on BA's product knowledge, and attend brand training sessions to stay informed on trends and innovations.
- Collaborate with beauty advisors, merchandisers, store management, marketing, training and logistics teams to ensure smooth operations.

Requirements:

- SPM / Diploma / Degree education
- Minimum 1 to 2 years' experience in retail / FMCG / skincare and cosmetics company or similar industry.
- Fluency in BM and English (Mandarin is an added advantage)
- Proficient in MS Office (Excel, PowerPoint, Word)
- Meticulous, organized, has a good attitude and willingness to learn

#LI-JACMY

#stateKL

#countrymalaysia

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