



PR/159573 | OEM & OES Assistant Sales Executive / Sales Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1559220

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 10:50

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

Our client is a leading Japanese supplier of ignition products. They are now seeking an experienced individual for the position of OEM & OES Assistant Sales Executive / Sales Executive (focus on Original Equipment Manufacturer & Original Equipment Supplier accounts)

Location to work: KL

Job Responsibilities: -

- Manage and grow OEM & OES customer accounts by providing excellent sales support and product knowledge.
- Conduct market research to identify potential OEM/OES clients and new business opportunities.
- Prepare and deliver sales proposals, quotations, and product presentations to OEM & OES customers.
- Collaborate with production, technical, and R&D teams to ensure products meet OEM specifications and customer requirements.
- Negotiate sales contracts, pricing, and delivery schedules with OEM & OES clients.
- Monitor customer forecasts, orders, and stock planning to ensure on-time delivery and customer satisfaction.

- Track sales performance against targets and submit regular sales reports and market analysis.
- Participate in product launches, technical training, and industry exhibitions to strengthen brand positioning.

Job Requirements: -

- Diploma/Degree in Business, Engineering, Marketing, or related fields.
- 1-3 years of experience in OEM/ OES sales or automotive manufacturing industries preferred
- Strong presentation, negotiation, and customer management skills
- Familiarity with automotive OEM standards and supply chain processes is an advantage
- Proactive, detail-oriented and able to work independently with minimal supervision
- Fresh graduates with interest in OEM sales will be considered

#LI-JACMY

#Countrymalaysia

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Company Description