



## PR/159587 | Specification Executive

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1559948

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

September 30th, 2025 10:47

### 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 specification executive to promote and increase awareness of company's products and system of solutions in the pre-construction phase of project.

**Job Responsibilities**

- Promote company products to specifiers (architects, engineers, quantity surveyors) across central and northern region of Malaysia, aiming for inclusion in pre-construction project phases
- Cover nationwide projects in segments such as buildings, infrastructure, industrial flooring, and concrete repairs
- Build strong relationships with specifiers, government departments, and key accounts; ensure smooth handover from specification to sales stage
- Work closely with the Sales and Technical teams to track project progress, support product presentations, and coordinate marketing activities
- Gather market trends and competitor insights; contribute to product mix strategies and identify new applications

- Ensure proper documentation aligned with ISO standards and maintain regulatory compliance within the team.

### Job Requirements

- Diploma/ Degree in Civil Engineering/Building Science/Chemical or any Engineering or equivalent
- At least 2 years' working experience in specification sales roles and with knowledge in building material business will be an advantage
- Possess good interpersonal, communication and organization skills
- Ability to build rapport and relationships with customers and strong negotiation skills
- Able to read and understand drawings, and proficient in MS Office packages and CAD program
- Applicants should be Malaysian citizens or hold relevant residence status

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

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#countrymalaysia

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