



JAC Recruitment

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JAC Recruitment Malaysia

## PR/159627 | SALES ENGINEER

## Job Information

## Recruiter

[JAC Recruitment Malaysia](#)

## Job ID

1562350

## Industry

Other (Manufacturing)

## Job Type

Permanent Full-time

## Location

Malaysia

## Salary

Negotiable, based on experience

## Refreshed

December 16th, 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

Our client is a MNC mechanical parts component manufacturer with regional office in Johor Bahru.

## Key Responsibilities

- Customer Relationship Management: Build and maintain strong relationships with assigned customers, including buyers, engineers, quality and operations teams.
- Sales & Order Management: Proactively manage customer accounts, resolve order discrepancies, and ensure smooth order processing.
- Lead Qualification: Respond to and qualify incoming inquiries, prepare quotes and proposals, and escalate leads when appropriate.
- Strategic Planning: Conduct Annual Business Reviews, maintain accurate documentation, and forecast customer demand.

- Team Collaboration: Work closely with the sales team to identify growth opportunities and support territory objectives.
- Customer Outreach: Execute a defined Annual Sales Call Plan and secure repeat orders from smaller customers.
- Documentation & Organization: Maintain detailed records of customer interactions and ensure a professional, organized workstation.
- Travel: Travel as needed for meetings, reviews, and customer engagement.

### Job Requirements

- Customer-oriented mindset with prior experience in sales or customer service.
- Strong interpersonal and communication skills (written & verbal).  
Excellent organizational skills and attention to detail.
- Ability to prioritize tasks and meet deadlines independently.
- Proficiency in Microsoft Office and Windows-based applications.  
Willingness to travel based on business needs.
- Self-starter with minimal supervision required.

#LI-JACMY

**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>

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### Company Description