



PR/159693 | Senior Sales Manager / Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1562368

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 18th, 2025 06:00

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

Position Title: Senior Sales Manager / Sales Manager

Department: Business Development / Sales

Location: Kuala Lumpur

Reports To: Managing Director

Salary Range: RM10,000 – RM20,000 (based on experience and seniority)

Role Overview

The Sales Manager will be responsible for identifying, developing, and securing Mechanical & Electrical (M&E) and infrastructure project opportunities in the industrial sector. The ideal candidate possesses strong technical sales experience, excellent negotiation skills, and a proven track record in achieving project sales targets within the construction or energy industry.

Key Responsibilities

- Develop and implement effective sales strategies to secure M&E and infrastructure projects.

- Identify new business opportunities and build long-term client relationships within the industrial and energy sectors.
- Prepare, present, and negotiate business proposals, tenders, and contracts with clients, consultants, and main contractors.
- Collaborate closely with internal technical and project teams to ensure project alignment and client satisfaction.
- Conduct market research to identify industry trends, competitors, and potential clients.
- Achieve individual and departmental sales targets aligned with company objectives.
- Represent the company in meetings, trade exhibitions, and networking events.

Requirements

- Bachelor's Degree or Diploma in Mechanical / Electrical / Civil Engineering, Business, or related field.
- Minimum 8–12 years of working experience in technical sales within the construction or energy industry.
- Proven track record in securing M&E or infrastructure project sales.
- Strong business acumen with the ability to develop and negotiate complex contracts.
- Excellent communication and interpersonal skills.
- Male candidates below 45 years old are preferred.
- Self-motivated, independent, and able to perform under minimal supervision.

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Company Description