



JAC Recruitment

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JAC Recruitment Malaysia

PR/159838 | Service Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1566500

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 25th, 2025 11:37

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A leading global company specializing in heat exchanger solutions, is seeking a Service Sales Manager to join the team. This role involves driving sales growth in O&G, Chemical and Power sectors.

JOB RESPONSIBILITIES

- Own and grow the service sales pipeline for direct and indirect channels across the region.
- Develop and execute plans to increase sales of spare parts, services, repairs, and replacements for both Kelvion and non-Kelvion equipment.
- Engage key accounts and identify new opportunities for upselling, cross selling, and market penetration.
- Work with internal teams to create strong positioning strategies and ensure accurate CRM updates, forecasting, and pricing recommendations.

- Prepare quotations, recommend best fit solutions, and negotiate terms to close deals while monitoring competitor activities.

JOB REQUIREMENTS

- Minimum 10 years in technical sales for O&G, Chemical, and Power sectors with a strong track record.
- Ability to handle direct and indirect sales channels for greenfield and brownfield projects.
- Comfortable working in a matrix organization and contributing to building a strong sales structure.
- Collaborative, solution-oriented, and able to identify and implement improvements.
- Strong knowledge of O&G, Chemical, and Power segments, strong network and key account management experience preferred. Experience in the heat exchanger industry is a plus.

#LI-JACMY

#countrymalaysia

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Company Description