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JAC Recruitment Malaysia

PR/159848 | Sales Executive (Project Sales)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1566508

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 02:00

General Requirements

Minimum Experience Level

Over 3 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 Review

A leading developer and manufacturer of premium architectural coatings and specialty chemicals is seeking a Sales Executive (Project Sales) to join team. This role focuses on driving project-based sales within the building and construction industry.

Key Responsibilities:

- Identify, develop, and grow new business opportunities while nurturing existing client relationships.
- Achieve individual and team sales targets, driving overall performance.
- Ensure timely payment collection in line with company credit terms.
- Promote the full range of SK Kaken products through effective presentations.
- Engage with developers, architects, consultants, contractors, building offices, management teams, and applicators to specify product requirements.
- Collaborate across teams, stepping in to support operational and logistics tasks as needed.

Job Requirements:

- Fresh graduates are welcome—as on-the-job training will be provided.
- Preferably 2–3 years of sales experience, especially in building material or chemical sectors.
- Strong communication, negotiation, and interpersonal abilities.
- Positive attitude, resilient work ethic, and self-motivated demeanor.
- Capable of conducting product presentations and developing client relationships.
- Own transport is essential for frequent client visits and on-site engagements.

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.

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Company Description