



PR/159836 | Senior Sales Executive

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1568961

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 11:01

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

Our client is a leader provider of industrial materials and technology solutions; they specialize in the supply and distribution of high-quality **Plastic Resin** and **Metal Materials**. As part of their growing business, they are now looking for an experienced and driven Senior Sales Executive to be based at their KL office.

Job Descriptions:

- Conduct sales and service negotiation with clients and suppliers. Solve customer's and suppliers' complaints effectively and submit regular and timely sales reports
- Responsible for achieving sales volume and gross profit target
- Develop new customers, building PR with existing and new customers and suppliers
- Sales of products through specialized knowledge of the products, along with deep understanding of customer needs
- Perform cost benefit analysis
- Following up on customer payment status or help to resolving shipment issues etc
- Monitor competition in the market and manage payment collection
- Implement responsive, responsible and reliable value in team

Job Requirements:

- Degree/ Diploma in Business Studies, Marketing, Engineering or its equivalent
- Must possess 3-5 years of working experience in Plastic Resin and Metal materials field, or other related industry
- Demonstrated sales record, the initiative to acquire new customers, recommend solutions and execute sales is required
- Product knowledge of Industrial Materials such as Plastic Resin and Metal materials field is preferred. It would be advantageous to possess technical knowledge
- Proven Knowledge and execution power to bring successful development strategies
- Knowledge of the latest market and business trends is also imperative while developing business strategies to penetrate the new market
- Excellent communication and interpersonal skills
- Fluency in English, Mandarin are required knowledge of Japanese is also advantage
- Ability to travel, including overseas travel is required
- Computer skills requirements: Ms Office (Power Point, Word, Excel and Access) and SAP is preferred

#LI-JACMY

#countrymalaysia

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Company Description