



PR/159953 | Sales Executive (Steel Products)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1570773

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 10th, 2026 10:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for result driven **Sales Executive** to manage and grow sales for our client steel products. The role focuses on B2B sales, maintaining existing customers and developing new accounts across construction, manufacturing, engineering and other industries.

Job Responsibilities: -

- Responsible in identifying local companies especially new Japanese owned companies to introduce company products
- Prepare quotations, follow up on pricing, negotiate terms and close sales
- Liaise closely with operations, logistics and warehouse teams to ensure smooth order fulfilment and delivery
- Conduct site visits and client meetings to understand customer requirements
- Monitor market trends, competitor pricing and customer feedback

- Achieve monthly and quarterly sales target
- Prepare sales reports and update customer records

Job Requirements:

- Minimum Diploma / Bachelor Degree in Business Engineering or related field
- 2-5 years of sales experience, preferably in steel, construction materials, hardware, manufacturing or industrial products.
- Experience in B2B sales is highly preferred
- Experience handling project based sales
- Good communication and negotiation skills
- Able to work independently and manage multiple accounts
- Willing to travel for customer visits
- Possess own transport
- Proficient in English, Mandarin and Bahasa Malaysia (Japanese speaker is added advantage)

#LI-JACMY

#Countrymalaysia

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Company Description