



PR/160006 | After Market Sales Executive (automotive)

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1572786

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 06:00

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

Job Description:

- Sales Operations: Visit customers (local & outstation), process purchase orders, handle inquiries, monitor deliveries, check invoice accuracy, and manage monthly payment collection.
- Discrepancy Handling: Verify and resolve issues like shortages, overcharges, or quality complaints; prepare credit/debit notes and negotiate closures.
- Sales Compliance: Manage credit limits, bank guarantees, and evaluate customer credit scoring.
- Pricing: Review and update prices for existing and new parts; get approvals and communicate changes to customers.
- New Product Development: Coordinate with internal teams and suppliers for new product introduction, pricing, and approvals.
- Sales Campaigns & Events: Plan campaigns, set pricing, and organize customer meetings, exhibitions, and incentive trips.
- Network Development: Negotiate agreements and collaborate on nationwide business models and campaigns.

Job Requirements:

- Bachelor's degree in Business, Marketing, Engineering, or related field.
- Basic knowledge of automotive parts and market.
- Strong problem-solving and communication skills.
- Proficient in Microsoft Office (Excel, Word, Outlook).

#LI-JACMY

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description