



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

March 31st, 2026 04:00

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

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Company Description