



PR/160052 | SALES MANAGER / SENIOR EXECUTIVE

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1574846

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 03:00

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 Overview

Our client is an established frozen food distribution company. Due to expansion, they are looking to hire multiple roles in the region of Kota Kinabalu, Sabah.

Key Responsibilities

- Lead the sales team to achieve sales and collection targets.
- Plan and execute sales, distribution, and promotional strategies.
- Train and guide sales staff on sales skills, product knowledge, and customer service.
- Identify new customers, distributors, and business opportunities.

- Ensure sales tools (catalogues, price lists, product info) are updated.
- Maintain accurate customer data and ensure good service levels.
- Compile and analyze sales reports and market information.
- Manage departmental expenses effectively.
- Prepare weekly and monthly performance reports.
- Support company events and travel when required.

Job Requirements

- Diploma/Degree in Business, Economics, or related field.
- Experience in the frozen food business is required.
- 5–8 years of relevant sales experience.
- Fluent in English; Salesforce experience is required.
- Strong in Microsoft Office, especially Excel.
- Good analytical and problem-solving skills.
- Organized, detail-oriented, and able to work independently.
- Positive attitude with strong communication skills.
- Able to meet deadlines and maintain confidentiality.
- Team player with good interpersonal skills.
- Willing to travel when required.

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Company Description