



## 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**

February 10th, 2026 07:00

### 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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