



PR/160081 | Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1574869

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 7th, 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 and Job Overview

The Sales Manager will report directly to the General Manager. The incumbent will be responsible for driving business growth by developing and executing sales strategies, building strong client relationships, and expanding market presence within the engineering and fire safety solutions sector. The Sales Manager will also monitor market trends, identify new opportunities, and collaborate with internal teams to deliver solutions that meet client needs and maintain long-term partnerships.

Job responsibilities

- **Strategize B2B Growth:** Identify and prioritize opportunities in sectors such as factories, data centres and high-rise developments, where fire safety and mechanical/electrical compliance are critical.
- **Sales Planning & Forecasting:** Develop sales strategies and forecasts that align with long project cycles, tender processes, and consultant specifications typical in engineering and construction industries.
- **Consultant & Contractor Engagement:** Build strong relationships with M&E consultants, contractors, and dealers to ensure products are specified early in project designs and tender submissions.

- **Market Expansion:** Propose new business opportunities by introducing innovative fire safety and smoke control solutions to untapped industries and regions.
- **On-Site Presence:** Maintain visibility at project sites and consultant offices to monitor performance, gather feedback, and strengthen trust with frontline stakeholders.
- **Operational Execution:** Translate broad strategic goals (e.g., expanding penetration in data centres) into actionable programs such as product demos, consultant visits, and tender tracking.
- **Technical Knowledge Development:** Continuously enhance product knowledge in fire protection, smoke control, and M&E systems to provide effective presales support and technical guidance.
- **Performance Monitoring:** Present weekly updates on pipeline health, tender outcomes, and receivables, implementing corrective actions to meet objectives.
- **Financial Management:** Optimize working capital by balancing credit terms, receivables, and cash flow, ensuring profitability in long-cycle engineering projects.
- **Cross-Functional Collaboration:** Work closely with engineering, installation, and maintenance teams to deliver solutions that meet client expectations and regulatory standards.
- **Team Leadership:** Build and lead a capable sales team that can cover diverse industries and regions, strengthening organizational capacity and effectiveness

Job requirements

- Minimum **Diploma in Engineering** or related field
- Strong network with **M&E Consultants, industrial clients (factories), data centres, and fire & security contractors**
- Proven **presales skills**, with the ability to specify products effectively
- Keen ability to identify and engage with **quality dealers**
- **Result- and solution-oriented** mindset, with a focus on delivering outcomes
- Experienced sales professional with a track record of driving business growth
- Skilled in **sales management, business development, and customer relationship management**
- Must be able to speak **Mandarin**, as the role involves direct engagement with clients from China

#LI-JACMY

#countrymalaysia

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Company Description