



PR/158960 | Senior Sales Executive (Construction Materials)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1577547

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 13:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

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

A manufacturing company specializing in advanced construction materials is seeking a senior/ sales executive to develop market segments in the central regions of Malaysia.

Job Responsibilities

- Ensure that the predetermined sales, gross profitability, and growth objectives of the Market Segment & Territories are achieved or exceeded
- High level of market penetration and coverage, provide adequate level of customer service, technical service, and after-sales service
- Recommend and update new products in the market and evaluate the potential for future marketing
- Plan, implement, and monitor all sales and marketing activities for new market segments and/or territory

- Ensure the availability of stocks and closely gear the stock position to the actual needs of the market and financial objectives of the company
- Efficient control and collection of trade debts from the customers according to the agreed credit facilities
- Provide regular feedback on the general market conditions, trends, and competitors moves in the assigned regions
- Update and prepare weekly sales reports and material forecasts on a timely basis

Job Requirements

- Diploma/ Degree in Engineering (Civil/ Building) or any related Science knowledge or background
- At least 3 years in industrial selling, preferable to the building and construction industry
- Demonstrable sound business judgement and the ability to lead in a “teamwork” environment are essential
- Possess own transport and willing to travel within Malaysia
- Applicants should be Malaysian citizens or hold relevant residence status

Interested applicants, feel free to click APPLY NOW.

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Company Description