



## PR/160093 | SENIOR PRODUCT SPECIALIST (LABORATORY EQUIPMENT) - BASED IN JOHOR

### Job Information

**Recruiter**

[JAC Recruitment Malaysia](#)

**Job ID**

1577554

**Industry**

Industrial Facilities

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

February 10th, 2026 10:21

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### COMPANY OVERVIEW

Well established company specialized in scientific solutions and instrumentation industry is hiring for a Senior Product Specialist position. The organization is focused on delivering high-quality product solutions, expanding technical capabilities, and strengthening customer relationships across private and government sectors. With a commitment to market leadership and reliable technical expertise, the company offers an environment where motivated professionals can make a meaningful impact.

#### JOB RESPONSIBILITIES

- Build and maintain a qualified customer database while responding quickly to enquiries and providing clear guidance on product solutions.

- Identify customer needs and secure new business by offering suitable technical solutions for both private and government sectors.
- Grow sales pipelines by managing target accounts, updating CRM records, and organizing regular sales visits.
- Work closely with customers to understand their technical requirements and deliver appropriate solutions through collaboration with internal teams.
- Support marketing activities, customer events, seminars, and training sessions to increase product awareness and strengthen relationships.
- Analyze customer environments to propose improvements, prepare cost estimates, and maintain accurate records in the CRM system.

#### **JOB REQUIREMENTS**

- Possesses Bachelor's Degree / Diploma in Applied Sciences, Chemistry, Engineering or equivalent.
- Preferably with at least 5 years of experience in technical sales of laboratory equipment / chemicals, inspection systems or related technical products.
- Strong communication, analytical, and presentation abilities.
- Self-motivated, results oriented, energetic, and driven to succeed.
- Willing to travel for customer visits and sales presentation.

Interested candidates are welcomed to apply online.

#LI-JACMY  
#statejohor

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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