



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

May 5th, 2026 14:00

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

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Company Description