



## PR/160139 | Sales Manager (Commercial Kitchen Equipment)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1577572

**Industry**

Tourism

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 2nd, 2026 13:00

### General Requirements

**Minimum Experience Level**

Over 6 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

**Job Responsibilities:**

- Develop and execute sales strategies to achieve monthly and annual revenue targets.
- Manage and grow relationships with key clients, including hospitality groups, F&B chains, contractors, and kitchen consultants.
- Lead and support the sales team through coaching, performance reviews, and regular sales planning.
- Coordinate with the technical and project teams to ensure smooth delivery and installation of kitchen equipment.
- Monitor market trends, competitor activities, and customer needs to guide product positioning and sales approaches.
- Prepare accurate sales forecasts, reports, and pipeline updates for management review.

**Job Requirements:**

- More than 5 years of sales experience, **MUST HAVE** experience in commercial kitchen equipment, food service solutions, or related industries.
- Strong communication, negotiation, and customer-management skills.
- Familiarity with project-based sales and dealer/distributor management is an advantage.

- Must have experience in business development and how to develop the market.

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Company Description