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JAC Recruitment Malaysia

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

February 10th, 2026 10:22

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