



PR/159660 | SALES SENIOR EXECUTIVE / ASSISTANT MANAGER (Chemical)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1580471

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 17th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 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

Company Overview

Our client is an established MNC in paint and coatings manufacturing industry. This role is responsible for developing new business opportunities, managing existing accounts, and driving revenue growth.

Key Responsibilities

- Identify, develop, and manage new business opportunities within target markets
- Build and maintain strong relationships with customers and key accounts
- Conduct product presentations, technical discussions, and solution-based sales meetings
- Achieve and exceed monthly and annual sales targets
- Monitor market trends, competitor activities, and customer feedback to identify growth opportunities
- Collaborate with technical and R&D teams to address client requirements and ensure product suitability

- Prepare and present accurate sales forecasts, reports, and business reviews to management

Job Requirements

- Bachelor's degree in Business, Marketing, Chemical Engineering, or a related field
- 2–5 years of sales experience in the paint, coatings, or chemical industry
- Strong understanding of coating applications, materials, and market dynamics
- Excellent communication, negotiation, and presentation skills
 - Proven track record of meeting or exceeding sales targets
 - Ability to work independently, manage multiple accounts, and travel as needed
- Proficiency in MS Office
- Knowledge of Japanese business culture or experience working with Japanese firms is an advantage

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Company Description