



## PR/160259 | SALES MANAGER / HEAD OF SALES (SEA Role with a global leader in coating solutions)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1582491

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 9th, 2026 15:00

### General Requirements

**Minimum Experience Level**

Over 10 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 a global leader in non-stick coating solutions is seeking an experienced Sales Manager/Head of Sales to accelerate regional growth and lead a high-performance sales organization.

#### Key Responsibilities

- Lead & develop the regional sales team to consistently achieve revenue, margin, and growth targets.
- Drive market expansion in key SEA countries, increasing market share and strengthening regional positioning.
- Manage key accounts and major negotiations, ensuring high customer satisfaction, retention, and long-term

- partnerships.
- Execute sales strategies aligned with global objectives, ensuring successful roll-out of new products and solutions.
- Own sales forecasting and budgeting, meeting monthly, quarterly, and annual performance commitments.
- Monitor market trends and competitors, adjusting sales actions to maintain competitive advantage and hit growth KPIs.
- Collaborate with Marketing, Technical, Operations, and Finance to optimize pricing, product positioning, and customer support.
- Ensure operational and legal compliance across all sales activities within the region.
- Drive up-selling and cross-selling initiatives to expand business within existing customers.
- Support global business development teams, contributing regional insights and execution excellence.
- Travel frequently within Asia, with overnight travel expected.

### Job Requirements

- Fluency in English, and at least one SEA local language.
- Proven success as a head of sales.
- Experience in the coatings or chemical industry is strongly preferred.
- MBA is an advantage.
- Strong leadership, communication, and negotiation skills.
- Analytical, strategic, and financially savvy.
- Track record of delivering sales growth, increasing margin, retaining key customers, and launching new products successfully.

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