



PR/160301 | Sales Manager – Powertools & Industrial Equipment

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1583864

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 16th, 2026 16:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A leading distributor of professional power tools across Southeast Asia, with a strong legacy tied to its exclusive partnership with renowned German manufacturer — a global pioneer in outdoor power equipment. Established in 2005, th
 A leading distributor of professional power tools across Southeast Asia, with a strong legacy built through an exclusive partnership with a renowned German manufacturer that is widely recognized as a global pioneer in outdoor power equipment. Established in 2005, the company has grown into a regional powerhouse, supplying more than 48 high-quality products across Singapore, West Malaysia, Thailand, Laos, Vietnam, Cambodia, and Myanmar.

JOB RESPONSIBILITIES

The Sales Manager will drive commercial growth, strengthen dealer networks, and expand market share in Malaysia. This role requires strong leadership capabilities, technical understanding of power tools, and the ability to build long-term partnerships with professional users, distributors, and retail channels.

Sales Strategy & Revenue Growth

- Develop and execute strategic sales plans to achieve revenue, margin, and volume targets.

- Identify new business opportunities, market gaps, and customer segments to drive sustainable growth.
- Monitor competitor activities and market trends to recommend strategic adjustments.

Channel & Dealer Management

- Manage and grow relationships with distributors, authorized dealers, and retail partners nationwide.
- Conduct regular performance reviews, ensuring optimal stock levels, sell-through, and brand visibility.
- Lead product training, demonstrations, and dealer support initiatives.

Team Leadership

- Lead and mentor a team of sales representatives to achieve individual and team KPIs.
- Provide coaching, field accompaniment, and performance evaluations to build a high-performing team.

Operational Excellence

- Collaborate with marketing, service, logistics, and product teams to ensure effective product launches and promotional campaigns.
- Prepare accurate sales forecasts, monthly reports, and pipeline updates for management.
- Ensure compliance with pricing policies, commercial terms, and operational standards.

Market Development

- Support new product introductions with insights, technical feedback, and customer engagement.
- Represent the company at trade shows, exhibitions, and industry events to strengthen brand presence.

JOB REQUIREMENTS

- Degree in Business, Marketing, Engineering, or related fields (preferred but not mandatory).
- At least 5 years' experience in sales, preferably in power tools, hardware, machinery, industrial equipment, or related industries.
- Proven track record in channel management and achieving sales KPIs.
- Strong communication, presentation, and negotiation skills.
- Ability to lead teams and work cross-functionally in a fast-paced environment.
- Willingness to travel nationwide when required.

Preferred Attributes

- Strong commercial acumen and technical understanding of power tools or machinery.
- Hands-on, field-driven, and customer-focused working style.
- Ability to build and maintain long-term business relationships.
- Passion for brand excellence, product quality, and industry innovation.

#LI-JACMY

#countrymalaysia

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Company Description