



PR/160235 | Sales Manager - Leading logistic company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1584344

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 14th, 2026 07:00

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

Job Description:

- Manage and grow current key customers and business opportunities:
- Develop and secure new customers for expansion of business services.
- Periodic visits to current customers to maintain good level of service satisfaction and relationship
- To provide monthly reports and updates on customers' forecast order quantities and business trends.
- Ensure and maintain profitable selling prices to Customers based on pricing structures approved by the Management
- Ensure timely collection of payment from Customers in accordance to set KPI
- Ensure all Customers' agreements are valid and approved by both parties prior to commencement of business and continuance of business for current Customers

- Ensure price setting and accurate input in LMS are in accordance to signed Customer agreement and/or approved price revisions
- Compile monthly reports on sales variance, set KPIs, aging debtors' accounts, customer complaints & warehouse space utilization
- Prepare annual revenue budget
- Meet annual revenue budget approved by the Management
- Assist the Head of Commercial in preparation annual new sales strategies
- Provide on-job training and joint customer visitations with new Commercial personnel

Job Requirements:

- Bachelor's degree in business, Logistics, Supply Chain, Engineering, or a related field
- Proven experience in B2B sales, preferably in cold chain logistics, logistics, warehousing, or supply chain services
- Strong understanding of temperature-controlled logistics, cold storage, and distribution solutions
- Excellent communication, negotiation, and presentation skills
- Good interpersonal skills with the ability to manage clients at different organizational levels

#LI-JACMY

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description