



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**

May 26th, 2026 14:03

## 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

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Company Description