



PR/160325 | Sales Manager - HVAC Industry (Chiller)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1584356

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 14th, 2026 07:00

General Requirements

Minimum Experience Level

Over 6 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

A leading provider of energy efficient HVAC solutions is seeking a **Sales Manager** to join the team. This role involves driving HVAC sales growth in domestic markets by building strong customer relationships, identifying market opportunities, managing the full sales cycle, and delivering tailored solutions to meet client needs.

JOB RESPONSIBILITIES

- Build strong connections with existing and new customers through regular engagement and outreach.
- Identify market opportunities, generate leads, and secure projects through proactive sales strategies.
- Present company offerings via meetings, presentations, and participation in marketing events.
- Handle tenders, proposals, pricing negotiations, and ensure successful order closure.
- Analyse market needs, collaborate on product strategies, and prepare sales forecasts and reports.

JOB REQUIREMENTS

- Minimum 8 years of proven sales experience in chillers and/or HPAC systems with leading manufacturers.
- Highly presentable with strong interpersonal skills; confident, outgoing, and able to engage effectively with diverse stakeholders.
- Capable of working in a fast-paced environment, managing multiple priorities, and delivering results under tight deadlines.
- Candidates with the ability to read, write, and communicate in Mandarin will be highly valued for regional market engagement.

#LI-JACMY

#countrymalaysia

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Company Description