



## 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**

May 26th, 2026 14:02

### 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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