



## PR/160106 | SALES MANAGER (with a leading MNC in building material)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1586496

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 23rd, 2026 09:00

### General Requirements

**Minimum Experience Level**

Over 10 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

Our client is an established building material manufacturer and supplier with global presence. This role is responsible for driving sales growth for specialty cement additives, with a strong focus on Singapore export customers and supporting local accounts.

#### Key Responsibilities

- Manage and grow export sales to Singapore-based customers (primary focus)
- Develop new business and support existing customers in Malaysia
- Promote and sell specialty cement additives to contractors, engineers, and industry stakeholders

- Identify new market opportunities and expand customer base  
Prepare sales forecasts, reports, and market feedback
- Coordinate with internal teams to ensure smooth order fulfilment and after-sales support

### Requirements

- Proven sales experience in construction materials, cementitious products, or building chemicals
- Background in civil engineering or construction-related fields is preferred
- Experience handling export markets, especially Singapore, is a strong advantage
- Strong communication, negotiation, and relationship-building skills
- Self-driven, independent, and results-oriented
- Based in Johor and willing to travel to Singapore approximately once every two weeks

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Company Description