



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

April 14th, 2026 10:27

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