



## PR/160430 | Head of Sales in a Leading Tyre Manufacturer

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1586519

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 28th, 2026 08:00

### 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 and Job Overview**

A leading global tyre manufacturer is seeking a Head of Sales to drive sustainable revenue growth, strengthen market penetration, and enhance profitability within OEM and aftermarket channels.

**Job Responsibilities**

- Own and execute the country sales strategy aligned with company objectives  
Drive revenue, market share, and profitability across OEM and aftermarket channels
- Lead and develop the national sales leadership team, setting targets, KPIs, and performance standards
- Manage strategic relationships with key customers, dealers, and OEM partners
- Oversee sales forecasting, pricing, demand planning, and margin management in coordination with supply chain and finance

### Job Requirements

- Bachelor's degree in Business, Marketing, Engineering, or related field
- At least 10 years of commercial experience with 5 years in senior sales leadership roles
- Strong background in tyre, automotive, industrial manufacturing, or aftermarket industries
- Proven track record managing OEM and distributor/dealer sales channels
- Strong leadership, negotiation and analytical skills
- Must be a Malaysian citizen or possess valid residency status

Interested applicants, feel free to click APPLY NOW

#LI-JACMY

#countrymalaysia

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

---

Company Description