



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

June 23rd, 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

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Company Description