



PR/160376 | SENIOR SALES EXECUTIVE (WELL ESTABLISHED CHEMICAL DISTRIBUTOR COMPANY) - BASED IN JOHOR

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1591448

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 10:16

General Requirements

Minimum Experience Level

Over 3 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 a Leading Chemical Distributor, specialized in distribution and trading petrochemicals, solvents, industrial chemicals and specialty products to manufacturing, food, oleochemical, petrochemical, pharmaceutical, textile industries etc.

JOB RESPONSIBILITIES

- Develop and execute sales strategies to achieve and exceed sales targets.
- Manage and grow existing customer accounts while identifying new business opportunities.
- Conduct market research to identify trends, competitors, and potential customers.

- Prepare sales proposals, quotations, and contracts.
- Negotiate pricing and commercial terms with customers.
- Work closely with internal teams including operations, logistics, and finance to ensure smooth order fulfilment.
- Provide regular sales reports, forecasts, and market feedback to management.
- Attend client meetings, exhibitions, and industry events as required.

JOB REQUIREMENTS

- Bachelor's Degree or Diploma in Business, Marketing, Applied Sciences, or a related field.
- Proven sales experience and track record, exposure in chemicals or industrial products would be added advantage.
- Strong communication and negotiation skills to liaise with customers and internal departments.

Interested candidates are welcomed to apply online.

#LI-JACMY
#statejohor

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Company Description