



PR/160422 | JAPANESE SPEAKING SALES EXECUTIVE (with an established manufacturing company)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599255

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:12

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company Overview

We are a well-established manufacturing company serving both local and international markets, including Japanese clients. As part of our growth, we are seeking a Japanese Speaking Sales Executive to support business development and strengthen relationships with Japanese customers.

Key Responsibilities

- Manage and maintain relationships with Japanese-speaking clients (existing and new).

- Act as a key liaison between Japanese customers and internal teams (production, logistics, QA).
- Prepare sales quotations, proposals, and contracts.
- Handle customer inquiries, orders, delivery schedules, and after-sales support.
- Monitor market trends and identify new business opportunities.
- Prepare regular sales reports and forecasts for management.
- Support negotiation and coordination with headquarters or Japanese counterparts when required.

Job Requirements

- Proficiency in Japanese language (spoken and written); JLPT N2 or above is preferred.
Proficiency in English.
- Diploma or Bachelor's degree in Business, Marketing, Engineering, or a related field.
- Minimum 2–5 years of sales experience, preferably in manufacturing or B2B environments.
- Experience handling Japanese customers or working in a Japanese-influenced work culture is highly preferred.
- Strong communication, negotiation, and relationship-building skills.
- Able to work independently and as part of a team.
- Willing to be based in Pasir Gudang, Johor.

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Company Description