



PR/160469 | Project Sales (building materials) - Global Brand Distributor

## Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1599270

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 11:13

## 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 Benefits:**

- Petrol allowance
- Parking allowance
- Mobile allowance
- Sales incentive
- Commission
- Performance bonus

**Job Description:**

- Build and maintain relationships with developers, architects, consultants, contractors, designers, and quantity surveyors.
- Identify and pursue new project opportunities.
- Plan and carry out sales activities to meet targets.
- Prepare proposals and present products to clients.
- Host clients at the showroom for product demonstrations.
- Prepare and submit quotations, proposals, and samples on time.
- Coordinate stock availability and orders to support project delivery.
- Follow up on payments and work with Finance on overdue accounts.
- Track sales progress and provide regular updates and forecasts.
- Gather customer feedback and market information to improve sales approach.
- Work with Marketing on campaigns and promotions.
- Support after-sales issues by coordinating with the technical team.
- Meet individual sales targets and KPIs.
- Support ad-hoc tasks and projects as needed.

**Job Requirements:**

- Minimum Diploma in any relevant field.
- At least 3 years of experience in Sanitary Wares / Building Materials/Construction industry.
- Proficient in English and Bahasa Malaysia.
- Strong communication, presentation, and negotiation skills.
- Proficient in Microsoft Excel, Word, and PowerPoint.

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