

PR/160483 | Channel Sales Executive (Dealer) in a Leading Sanitary Wares Distributor

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1599275

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 31st, 2026 13:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

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 distributor of sanitary ware and kitchen cabinet solutions is seeking a Channel Sales Executive to act as a strategic partner to its dealer network. This role is responsible for strengthening dealer relationships, driving retail sell-out performance, and expanding market presence through effective channel execution.

Job Responsibilities

- Serve as the main point of contact for the dealer network, managing inquiries related to products, pricing, stock availability, logistics, and after-sales support
- Maintain and strengthen dealer relationships through regular site visits, retail sales advisory, and showroom optimization support across Malaysia
- Coordinate internal teams (Sales Admin, Technical, Logistics, Project) to ensure smooth order processing, timely deliveries, and issue resolution

- Support dealer-led projects, including project registration, pricing guidance, proposal submission, and ongoing project tracking until completion
- Provide product and technical advisory, including presentations and support to dealers, developers, interior designers, and architects
- Communicate and update dealers on new products, model launches, certifications, and company sales expectations

Job Requirements

- Minimum Diploma qualification in any relevant field
- At least 3 years of working experience in the sanitary ware, building materials, or construction-related industry
- Able to communicate effectively with dealers and internal stakeholders
- Strong communication, negotiation, and interpersonal skills with a customer-centric mindset
- Competent in Microsoft Office (Excel, Word, PowerPoint) for reporting and
- presentations
- Self-motivated, responsible, and proactive, with the flexibility to travel

  nationwide as required
- Applicants should be Malaysian citizens or hold relevant

Interested applicants, feel free to click APPLY NOW

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#countrymalaysia

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Company Description