



PR/160651 | Sales Representative / Manager (Remote) - Polymers / Engineering Plastic

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599351

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:14

General Requirements

Minimum Experience Level

Over 6 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

A Malaysia-based **provider of industrial chemicals and polymer solutions**, supporting a wide range of manufacturing and industrial applications. This role is responsible for developing and executing sales and business development strategies to strengthen customer relationships, identify new market opportunities, and deliver sustainable revenue growth for the company

JOB RESPONSIBILITIES

- Develop and execute strategic sales plans to achieve business growth and revenue targets.
- Build, maintain, and strengthen long-term relationships with existing and potential customers.
- Identify new business opportunities and convert sales pipelines into actual revenue.
- Conduct market research to stay updated on industry trends, competitor activities, customer demands, and pricing

movements.

- Provide technical and commercial support to customers regarding engineering plastic products and applications.
- Prepare sales forecasts, customer reports, and performance analysis for management review.
- Collaborate closely with internal teams including procurement, logistics, and technical support to ensure customer satisfaction.
- Attend client meetings, industry exhibitions, and business development activities as required.
- Ensure timely payment collection and monitor customer account performance.

JOB REQUIREMENTS

- Bachelor's Degree in Chemistry, Chemical Engineering, Polymer Science, Business, or related field preferred (not mandatory with relevant industry experience).
 - Minimum 5–8 years of proven sales experience in the plastics or polymer industry, particularly in:
 - o Engineering Plastics (POM, PA, PC, ABS, etc.)
 - o Polymer raw materials
 - o Industrial or technical materials sales
 - Strong understanding of:
 - o Plastic resin applications
 - o Market trends and competitor analysis
 - o Pricing strategies and customer requirements
 - Proficiency in:
 - o Microsoft Office Suite (Excel, PowerPoint, Word)
 - o CRM platforms such as Salesforce or equivalent
 - Excellent in:
 - o Sales and negotiation skills
 - o Communication and interpersonal abilities
 - o Organizational and presentation skills
- Highly self-motivated, target-oriented, and capable of working independently in a remote environment.
- Proficiency in English is required. Additional languages are an added advantage

#LI-JACMY

#countrymalaysia

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description