



PR/160675 | Sales Executive (Industrial-Northern) - MNC machinery trading company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599367

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:14

General Requirements

Minimum Experience Level

Over 1 year

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

Territory Coverage:

Primary: Northern Region — Penang, Kedah, Perlis, and Perak

Secondary: Southern Region and Sarawak

Job Description:

- Build and manage customer relationships within assigned territories
- Identify and develop new business opportunities through calls, emails, site visits, and market research
- Manage the full sales documentation process (RFQ, quotations, purchase orders, invoices, and delivery orders) using AutoCount

- Maintain regular follow-up with both existing clients and prospective customers
- Promote and sell industrial tools, measuring instruments, factory equipment, automation solutions, and company industrial brands
- Prepare and submit weekly and monthly sales performance reports
- Collaborate with internal teams to support quotation preparation, order processing, delivery coordination, and customer service

Job Requirements:

- Diploma or Degree holder
- Minimum 1 year of industrial sales experience preferred
- Fluent in English and Malay
- Basic technical or engineering knowledge preferred
- Confident, outspoken, and able to communicate professionally with customers
- Must possess own car and valid driving license

#LI-JACMY

#countrymalaysia

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Company Description