



PR/160701 | Assistant Sales Manager (Regional B2B Sales)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599388

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

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a well-established Japanese multinational company specializing in packaging machinery and packaging film solutions. The company holds a leading market position in Japan, particularly within the source and liquid packaging segment, serves major global food and beverage brands across Asia.

As part of their regional growth and succession planning, they are now seeking a high performing Assistant Sales Manager to support business expansion across Southeast Asia.

Work Location: Kajang, Selangor

Attractive Compensation Package:

- Performance Based Incentive Scheme
- Bonus: Twice yearly (June & December)
- Annual increment

Allowances: -

- Car Allowance
- Petrol Allowance
- Mobile Phone Allowance

Annual Leave:

- 14 days annual leave (first year)

Key Responsibilities: -

As an **Assistant Sales Manager**, you will be responsible for developing new business opportunities and managing customer relationships across regional markets

- Develop new business opportunities across Malaysia and regional markets
- Generate leads through exhibitions, networking activities, referrals and market research
- Promote and sell packaging machinery solutions to customers
- Coordinate with technical and service teams to ensure successful implementation
- Collaborate closely with service engineers to provide technical supports and after sales service
- Manage the complete sales cycle from customer inquiry to project completion
- Build strong relationships with multinational manufacturers and key accounts
- Prepare quotations, proposals, commercial negotiations and project follow up
- Participate in exhibitions, customer visits and business development activities
- Achieve sales target and contribute to regional business expansion

Requirements: -

- Bachelor Degree in Business, Engineering, Marketing or related disciplines
- Minimum 7 years of B2B sales experience
- Proven track record in business development and sales achievement
- Strong negotiation and closing skills
- Experience managing customer relationship and long sales cycles
- Willingness to travel within the region as required
- Strong communication and presentation skills in English, Mandarin and Malay

#LI-JACMY

#Countrymalaysia

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Company Description