



PR/160793 | Indoor Sales - top multinational factory automation company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1602377

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 12:00

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 Overview:

Company is a manufacturer and distributor of mechanical components, factory automation (FA) parts, mold and die components, tools, and industrial supplies. They are currently expanding their team.

Job Description:

- Respond to customer inquiries about products and sales.
- Prepare quotations and process customer purchase orders.
- Follow up on outstanding quotations and convert them into sales orders.
- Coordinate with Customer Service and Shipping teams to ensure smooth order fulfillment.
- Build and maintain strong relationships with existing customers.

- Retain and grow customer accounts to achieve monthly sales targets.
- Keep customer information and records updated.
- Support collection of payments and credit-related matters.
- Occasionally visit customers when required.

Job Requirements:

- Degree or professional qualification in Sales, Marketing, or a related field.
- At least 3 years of sales experience, preferably in B2B industrial sales.
Candidates with outdoor sales experience are encouraged to apply.
- Good communication skills.
- Customer-focused with strong service and relationship-building skills.
- Positive attitude, proactive mindset, and willingness to take on new challenges.

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