



PR/160795 | Sales Account Manager – Kuantan, Pahang

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1602379

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 02:00

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

The Sales Account Manager will be responsible for developing new business opportunities and managing existing customer accounts across the East Coast region. The role requires a highly motivated sales professional with strong industry networks and the ability to build long-term relationships with contractors and key industry players.

Key Responsibilities:

Sales & Business Development

- Develop and execute sales strategies to achieve sales targets.
- Identify and secure new business opportunities within the East Coast region.
- Expand market share and strengthen the company's presence in the region.
- Generate sales leads and convert opportunities into successful business outcomes.

- Prepare sales forecasts, reports, and market updates.

Customer Relationship Management:

- Maintain strong relationships with existing customers.
- Develop new relationships with key decision-makers and industry stakeholders.
- Provide professional sales consultation and product recommendations.
- Ensure high levels of customer satisfaction and after-sales support.

Market Coverage

- Manage customers across industries including:
 - 1) Construction Contractors
 - 2) Mining Companies
 - 3) Plantation Groups
 - 4) Oil & Gas Companies

Market Intelligence:

- Monitor market trends and competitor activities.
- Gather customer feedback and market information.
- Recommend strategies to improve business competitiveness.

Requirements:

- Diploma or Degree in Business, Marketing, Engineering, or related disciplines.
- Minimum 5 years of sales experience in:
 - 1) Construction Machinery
 - 2) Heavy Equipment
 - 3) Industrial Equipment
 - 4) Related B2B Sales Environment
- Proven track record in business development and sales achievement.
- Experience handling key accounts and major customers.
- Strong sales and negotiation skills.
- Excellent networking and relationship-building abilities.
- Self-motivated and target-driven.
- Strong presentation and communication skills.
- Ability to work independently and manage territory sales activities.
- Good understanding of the East Coast market is an advantage.
- Mature candidate with extensive industry exposure.
- Strong network within contractor, mining, plantation, and industrial sectors.
- Experience developing new business opportunities and managing strategic accounts.

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Company Description