



PR/160620 | SALES MANAGER, ASIA (with a leading MNC in personal care chemical industry)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1604911

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 28th, 2026 10:43

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

Our client is seeking a dynamic and results-driven Sales Manager to lead and expand their commercial activities across the Asia region. This role is responsible for driving regional sales growth, managing distributor networks, and developing strategic relationships with key accounts in the personal care industry.

The successful candidate will play a vital role in shaping regional sales and marketing strategies while collaborating closely with global technical, regulatory, and commercial teams.

Key Responsibilities

Commercial"

- Lead and execute sales strategies across key Asian markets, including China, Korea, Japan, India, and Southeast Asia.
- Build, manage, and strengthen relationships with regional distributors and key customers within the suncare, beauty, and skincare segments.
- Drive new business development and lead negotiations to secure new opportunities.
- Develop and deliver regional sales strategies, forecasts, and budgets.
- Manage and maintain the opportunity pipeline using CRM tools (e.g., Salesforce).

Marketing:

- Monitor market trends, customer needs, and competitive landscape to identify growth opportunities.
- Provide insights to support product development and innovation strategies.
- Prepare detailed sales and market analysis reports, including growth plans and competitive positioning.
- Represent the business at industry events such as trade shows, conferences, and technical seminars.

Application & Technical Engagement:

- Build and maintain strong technical knowledge of product offerings and their applications.
- Deliver impactful presentations to customers and stakeholders, using technical data to influence decisions.
- Collaborate with internal teams to initiate product or technology development where required.
- Track emerging technologies, materials, and industry developments relevant to the business.

Job Requirements

- Bachelor's degree in Business, Sales, Engineering, Chemistry, Marketing, or a related field.
- Minimum 3+ years of relevant experience in sales or business development.
- Strong project management, planning, negotiation, and organizational skills.
- Ability to work independently with minimal supervision while maintaining high performance.
- Excellent verbal and written communication skills in English.
- Strong analytical and problem-solving abilities.
- Ability to translate technical knowledge into practical business solutions.
- High level of motivation, accountability, and attention to detail.
- Proven ability to build and maintain strong client relationships.
- Basic understanding of regulatory and product safety frameworks.

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