

PR/160875 | SENIOR SALES EXECUTIVE (POWER TOOLS / CONSTRUCTION EQUIPMENT) - BASED IN JOHOR

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1605587

Industry
Industrial Facilities

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 18:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

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 Company specializes in power tools and construction equipment solutions, the organization is looking for Senior Sales Executive to be based in Johor. This role offers the opportunity to manage dealer relationships, drive product promotions, and contribute to business growth across assigned territories.

JOB RESPONSIBILITIES

- Develop and maintain strong relationships with dealers within assigned territories, ensuring they receive timely updates on new products and promotional activities.
- Support and execute product promotion initiatives involving dealers and end users to increase product awareness and sales performance.
- Introduce dealers to effective selling techniques and best practices to enhance their business performance.

- Assist in conducting product training programs and demonstrations for dealers and selected end users.
- Monitor customer accounts and follow up on payments to ensure compliance with established credit terms.
- Analyze competitor activities, market movements, and industry developments to support business planning and benchmarking efforts.
- Collaborate with team members on marketing campaigns, sales projects, and other business initiatives.
- Prepare and submit accurate sales progress reports to management on a regular basis.
- Carry out additional assignments and responsibilities as directed by management.

JOB REQUIREMENTS

- Possess Diploma / SPM in any related fields.
- Preferably with at least 3 years of Sales Experience in Power Tools, Hardware Products, Building Materials or Construction-related Equipments.
- Experience in sales, dealer management, or channel development.
- Strong relationship-building and communication skills.
- Willingness to travel within assigned territories as required.

Interested candidates are welcomed to apply online.

#LI-JACMY
#statejohor

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Company Description