



PR/160903 | Technical Sales Executive - Building Drainage & Roofing Solutions

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1605608

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 13:00

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

Our client is a specialist provider of building drainage and water management solutions, serving the construction industry across commercial, industrial, residential, and infrastructure projects. The company works closely with developers, consultants, architects, engineers, and contractors to deliver innovative and high-performance drainage systems that support modern building requirements. With a strong focus on technical expertise and project support, the company provides end-to-end solutions from product specification and design consultation to implementation and after-sales service.

Job Overview

The Sales Executive will be responsible for driving business growth by promoting the company's products and solutions to key stakeholders within the construction industry, including Quantity Surveyors, Engineers, Developers, Contractors, and Consultants. This role combines business development, relationship management, technical consultation, and market intelligence to achieve sales targets, expand market presence, and support the successful implementation of customer projects.

Key Responsibilities:

- To attend, service, promote and to specify company products to Quantity Surveyors, Engineers and Developers.

- Maintain good relationship with by identifying client's needs and develop appropriate sales strategy to meet their needs.
- Responsible of preparation of proposals, provide solutions and information.
- Conduct product briefing and organize presentation to clients.
- Liaise with clients on all technical aspects of the project.
- Identify and gather new potential leads and maintain existing client's relationship.
- Good Communication skills.
- Gather market intelligence for the Manager by making close monitoring of market movements.

Key Requirements:

- Diploma/Degree in business, marketing, construction or related fields
- Able to read and comprehend construction/architectural drawings
- Excellent communication, negotiation and interpersonal skills.
- Good analytical and presentation skills.

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Company Description