



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160926 | Sales Executive - Electrical Cables

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1607176

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 04:00

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

A well-established regional manufacturer and distributor of electrical cables, wiring solutions, and related products is seeking a motivated and customer-oriented **Sales Executive** to support its continued business growth. The successful candidate will be responsible for managing customer accounts, driving sales activities, handling order fulfillment, and developing strong relationships with dealers, contractors, and key industry stakeholders.

JOB RESPONSIBILITIES

- Develop, manage, and maintain strong relationships with existing customers while identifying and securing new business opportunities within the assigned territory.
- Receive, process, and coordinate customer orders accurately and efficiently to ensure timely delivery and customer satisfaction.

- Prepare quotations, proposals, and tender submissions, while actively following up to maximize conversion opportunities.
- Drive sales growth through regular customer engagement, account management, and business development activities.
- Monitor customer credit limits and outstanding balances, ensuring compliance with company credit policies.
- Follow up on payment collections and coordinate with customers to maintain healthy accounts receivable.
- Prepare and generate monthly sales reports, forecasts, and market activity updates for management review.
- Gather market intelligence, customer feedback, competitor activities, and industry trends to support business growth strategies.
- Support and execute sales and marketing initiatives in line with the company's commercial objectives.
- Work closely with internal departments including Customer Service, Operations, Logistics, and Finance to ensure seamless order fulfillment and customer support.
- Travel to outstation locations when required to support customer engagements, business development activities, and project requirements.

JOB REQUIREMENTS

- Minimum 3 years of sales experience, preferably within a B2B environment.
- Experience managing dealers, distributors, or channel partners.
- Sales experience within the electrical cables, electrical products, M&E, construction materials, or industrial products industries would be an added advantage.
- Strong sales, negotiation, and relationship management skills.
- Good understanding of quotation preparation, order management, credit control, and collection processes.
- Proactive, results-driven, and able to work independently with minimal supervision.
- Strong communication and interpersonal skills with the ability to build long-term customer relationships.
- Proficient in Microsoft Office applications and sales reporting.
- Possess own transport and be willing to travel for business purposes when required.

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Company Description