



PR/160989 | Outdoor Sales Executive - Building Material

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1609348

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:03

General Requirements

Minimum Experience Level

Over 1 year

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 Singapore based supplier of premium roofing, polycarbonate, acrylic, and architectural building materials, serving customers across the construction, building, and industrial sectors. The company is recognized for delivering high quality products and innovative building solutions to contractors, fabricators, architects, consultants, developers, and distributors. With a strong presence in Singapore and an expanding footprint in Malaysia, the company is committed to supporting the evolving needs of the building and construction industry. As part of its continued growth strategy, the company is seeking a dynamic and results oriented **Sales Executive** to drive business development, strengthen customer relationships, and expand market presence throughout Malaysia.

Job Overview

The **Sales Executive** will be responsible for driving business development activities, expanding the customer base, and promoting a comprehensive range of premium roofing and building material solutions throughout Malaysia. The role requires proactive market engagement, relationship building, sales generation, and customer support to achieve revenue targets and business objectives. The successful candidate will work closely with the regional management team while contributing to the company's growth strategy and market expansion initiatives.

Key Responsibilities

- Develop new business opportunities and expand the company's customer base across Malaysia.

- Promote and market roofing systems, polycarbonate products, acrylic solutions, and other premium building materials.
- Identify, approach, and maintain relationships with roofing contractors, aluminium fabricators, builders, architects, consultants, developers, and distributors.
- Conduct regular sales visits, product presentations, and business development meetings with prospective and existing clients.
- Prepare quotations, proposals, and commercial documentation while following up on customer enquiries and sales opportunities.
- Achieve monthly sales targets, revenue goals, and business development KPIs set by management.
- Monitor market trends, competitor activities, and industry developments to identify new business opportunities.
- Prepare and submit daily sales activity reports, customer visit reports, and pipeline updates to management.
- Build and maintain strong customer relationships through effective communication and after sales support.
- Coordinate with internal departments to ensure timely order processing, product delivery, and customer satisfaction.
- Participate in exhibitions, trade shows, product training sessions, networking events, and marketing activities.
- Represent the company professionally and uphold high standards of customer service and brand reputation.

Key Requirements

- Diploma or Bachelor's Degree in Business Administration, Marketing, Engineering, Construction Management, or a related discipline.
- Minimum **1 years of B2B sales experience**, preferably within the building materials, construction, architectural products, or industrial solutions sector.
- Demonstrated experience in business development, account management, and customer acquisition.
- Experience selling roofing materials, polycarbonate sheets, ACP products, construction materials, or related building products will be an added advantage.
- Possess a valid Malaysian driving licence and own transportation.
- Willingness to travel within Malaysia to meet customers and develop business opportunities.
- Strong communication, negotiation, presentation, and interpersonal skills.
- Ability to build long-term relationships with contractors, consultants, architects, fabricators, distributors, and project stakeholders.
- Self-motivated, proactive, and capable of working independently with minimal supervision.
- Strong commercial awareness and customer oriented mindset.
- Good organizational, planning, and time management skills with the ability to manage multiple opportunities and priorities.
- Proficient in Microsoft Office applications, including Excel, Word, PowerPoint, and email communication.
- Ability to prepare professional quotations, sales proposals, reports, and business correspondence.
- Results driven individual with a strong commitment to meeting sales targets and contributing to business growth.

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Company Description