

PR/161070 | Sales Executive - Automotive - Top leading industry

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1611324

Industry
Petrochemical, Energy

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 04:00

General Requirements

Minimum Experience Level
Over 1 year

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 is a MNC energy, oil & gas, petrochemical, lubricants, and renewable energy company engaged in the development, manufacturing, and sale of fuels, chemicals, and energy solutions.

Job Responsibilities:

- Manage and maintain relationships with small and medium-sized customers through:
  - Conducting regular customer visits.
  - Monitoring monthly forecasts and production movements.
  - Identifying opportunities for new product expansion.

    - Following up on payments and collections.

- Drive new business development and achieve sales targets in line with company objectives and management direction.
- Develop a strong understanding of lubricant fundamentals and product knowledge through internal training programs.
- Participate in departmental sales activities, including:
    - Preparing and submitting monthly Value Analysis (VA) reports and proposals.
    - Providing weekly updates on customer visits and sales activities.
    - Attending monthly sales meetings and quarterly sales reviews.
    - Contributing to assigned sales projects and initiatives.
    - Managing customer price revisions and negotiations.
- Monitor market and industry developments by gathering information on pricing, competitor activities, customer requirements, new products, and market trends.

Job Requirements:

- Diploma or Bachelor's Degree in Marketing, Chemistry, Engineering, or a related field.
- Fresh graduates with a Diploma or Degree are encouraged to apply.
- Strong interpersonal and communication skills with a professional and presentable appearance.
- Possess a valid driver's license and own transportation for customer visits.

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Company Description