

PR/161076 | Channel Sales Executive (Imaging & Business Solutions)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1612716

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 13:00

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

A globally recognized Japanese technology leader is seeking a Channel Sales Executive to join its team in Penang. Renowned for innovation, quality, and cutting-edge imaging solutions, the company serves customers across consumer, commercial, and business sectors through a strong network of distributors, dealers, and channel partners.

As part of its continued growth, the company is looking for a results-driven sales professional to strengthen channel partnerships, expand market reach, and drive business growth across the Northern region.

Key Responsibilities

- Develop and onboard new channel partners to expand market coverage and business opportunities.

- Manage and strengthen relationships with existing distributors, dealers, and business partners.
- Drive sales performance and achieve assigned revenue targets through effective partner collaboration.
- Provide sales support, product information, and business guidance to channel partners.
- Work closely with internal teams to develop and execute channel sales strategies.
- Monitor partner performance and identify opportunities to improve market penetration and sales growth.
- Conduct regular customer and partner visits to maintain strong business relationships.
- Gather market intelligence, monitor competitor activities, and identify emerging trends.
- Represent the company at trade exhibitions, roadshows, and industry events when required.
- Prepare sales reports, forecasts, and business updates for management review.

Requirements

- Diploma or Bachelor's Degree in Business, Marketing, Sales, Information Technology, Engineering, or a related field.
- Minimum 2 years of experience in Channel Sales, Dealer Management, Distributor Management, Account Management.
- Experience in the technology, IT, electronics, consumer electronics, imaging, or office automation industry is highly preferred.
- Strong communication, presentation, and negotiation skills.
- Proven ability to build and maintain long-term business relationships.
- Results-oriented with a strong sales and commercial mindset.
- Strong analytical, problem-solving, and planning skills.
- Self-motivated and able to work independently.
- Collaborative team player with strong stakeholder management abilities.
- Familiarity with the Penang business landscape is an advantage.
- Possess own transportation and be willing to travel within the assigned territory.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description