



PR/161114 | Project Sales Executive - Industrial Machinery & Raw Material

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1614219

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:37

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is an established Japanese trading company supporting the automotive and manufacturing industries in Malaysia and Internationally.

Currently, they are looking for a Senior Executive - Machinery Sales & Project Coordination to join their Raw Material & Machinery Division. It is not purely a sales position. You will be involved in the full business cycle, understanding what the customer needs, sourcing machinery, preparing quotations, negotiating with suppliers/ customers, coordinating delivery and installation, and following the project until completion.

Working Location: Subang Jaya, Selangor

Job Description:

- Manage relationship with existing customers, suppliers and overseas business partners
- Collaborate closely with overseas offices or external Business Partner to support cross-border business development and customer service activities.
- Look for new business opportunities involving industrial machinery and manufacturing equipment

- Machinery may include production line equipment, automation systems, assembly related machinery, testing/ inspection equipment, material handling equipment and other factory equipment
- Understand customer manufacturing or equipment requirements and coordinate with suitable machinery suppliers
- Prepare quotations and negotiate pricing, delivery schedule and commercial terms
- Coordinate machinery projects from quotation, order, manufacturing, delivery, installation, commissioning, customer acceptance.
- Work with customers, machinery makers, contractors and overseas offices throughout the project
- Follow up on after sales matters, technical issues and equipment calibration
- Prepare budgets and conduct monthly sales performance analysis for effective business tracking and decision-making.
- Perform ad-hoc tasks or other assignments as directed by immediate superiors or senior management.

Requirements:

- Bachelor's degree in business administration, International Business & Trade, Supply Chain Management or a related field.
- At least 1–2 years of experience in industrial sales, machinery/equipment sales, trading, project coordination or related fields. Experience in automotive manufacturing equipment, machinery installation or project management will be an added advantage. Fresh graduates with relevant engineering/business backgrounds and strong potential may also be considered.
- Proficient in MS Office. Experience in SAP/ERP will be an added Advantage.
- Willing to travel outstation and overseas as and when required.
- Excellent communication and interpersonal skills, with the ability to work collaboratively across teams and engage effectively with stakeholders.
- Open-minded and adaptable to fast-paced and dynamic business environments.
- Strong analytical and problem-solving capabilities, with a results-driven mindset focused on delivering value to customers and stakeholders.
- High attention to detail, with strong follow-through, organizational skills, and time management.
- Proactive, self-motivated, and able to perform well under pressure and meet tight deadlines.
- Able to work independently, present ideas professionally to superiors and team members, and provide timely progress updates.
- Proficient in both written and spoken English and Bahasa Melayu. Proficiency in Japanese or Mandarin is a plus.

#LI-JACMY

#Countrymalaysia

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Company Description