

PR/161134 | B2B Sales Executive (Beauty & Aesthetic Products)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1614546

Industry
Retail

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 16:00

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

COMPANY OVERVIEW
A growing beauty and aesthetic solutions provider is seeking a **Sales Executive (Beauty & Aesthetic Products)** to drive business growth and expand market presence across Malaysia. This role will be responsible for developing new business opportunities, managing customer relationships, promoting professional beauty and aesthetic solutions, and supporting business growth within the beauty, skincare, aesthetic, and wellness sectors.

JOB RESPONSIBILITIESSales & Business Development

- Identify, develop, and acquire new business opportunities within beauty salons, aesthetic centres, skincare clinics, and wellness businesses.
- Conduct regular customer visits to build and maintain strong long-term business relationships.
- Develop and expand business with both existing and new customers to achieve sales targets and growth objectives.
- Understand customer requirements and recommend suitable beauty and aesthetic solutions.

- Prepare and deliver sales presentations, product demonstrations, and commercial proposals.
- Negotiate pricing, commercial terms, and agreements with customers.
- Manage sales activities, pipeline, forecasting, and business development initiatives.
- Handle customer enquiries, feedback, and service-related matters promptly and professionally.

Market Development & Customer Management

- Maintain good knowledge of the company's product portfolio, market positioning, and competitive advantages.
- Monitor industry trends, competitor activities, and market developments within the beauty and aesthetic sector.
- Identify potential growth opportunities and market expansion strategies.
- Work closely with internal teams to ensure customer requirements are met effectively.
- Provide regular market intelligence, customer feedback, and sales updates to management.

JOB REQUIREMENTS

- Education: Diploma or Degree in Business, Marketing, Beauty Therapy, Aesthetics, or related disciplines.
- Working experience: Minimum 2 years of sales experience. Candidates from beauty, aesthetic, skincare, wellness, FMCG, pharmaceutical, or related industries are encouraged to apply.
- Skills:
    - Strong communication, presentation, and negotiation skills.
    - Ability to build and maintain strong customer relationships.
    - Self-motivated, target-driven, and capable of working independently.
    - Good business development and prospecting skills.
    - Strong time management and organizational abilities.
    - Possess own transport and willing to travel for customer visits.

BENEFITS

- 13th Month Salary
- Performance Bonus
- Attractive Commission Scheme
- Company Trip
- Career Advancement Opportunities
- Professional Training & Development
- Fast-Growing Beauty & Aesthetic Industry

#LI-JACMY

#countrymalaysia

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.

Privacy Policy Link: https://www.jac-recruitment.my/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.my/terms-of-use

Company Description