



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

September 29th, 2026 10:31

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 RESPONSIBILITIES

- 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

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Company Description