

PR/161154 | SALES EXECUTIVE (Marketing Company)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1614562

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 13:00

General Requirements

Minimum Experience Level
Over 3 years

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

Key Responsibilities
-Drive commercial sales growth across Southern Johor (excluding Muar and Segamat).
-Develop and maintain relationships with end users, government agencies, and commercial customers.
-Work with internal teams on tender submissions and competitive account penetration.
-Present and promote new technology solutions, products, and services.
-Educate customers on the benefits of genuine consumables versus compatible alternatives.
-Manage and support channel partners to increase revenue.
-Develop and execute business plans with partners to achieve sales targets.
-Analyze market trends and implement effective sales strategies.
-Negotiate and close sales opportunities.
-Work independently with minimal supervision.
Key Requirements
-Diploma in Computer Science, IT, or related field (preferred).
-3 to 5 years of sales experience.
-Proven track record in achieving sales targets.
-Strong knowledge of IT peripherals.
-Proficient in Microsoft Excel and PowerPoint.
-Strong communication skills in English and Bahasa Malaysia.

-Mandarin proficiency is advantageous due to government and Mandarin-speaking customer engagement.
-Willingness to travel extensively and work weekends for events or roadshows.
-Valid driver's license and own transportation.

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