

PR/161160 | Sales & Marketing Manager - Property Developer Industry

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1614567

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 07:00

General Requirements

Minimum Experience Level
Over 6 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

JOB RESPONSIBILITIES:

- To lead and manage the sales team to ensure monthly, quarterly and annual sales targets are achieved.
- Participate in new product development, e.g. liaise with consultants and architects on the designs of future products to be launched and pricing setting (including benchmark and prospect analysis).
- Develop and implement marketing strategies and budget through online and offline channels.
- Liaise with panel bankers on end-financing packages.
- Liaise with panel lawyers on the preparation of SPA, DMC and other related documentation.
- Possess in-depth knowledge in dealing with the Ministry of Housing and the application of Developer License and Advertising Permit.
- Monitor aging of booking conversion and quota utilization (e.g. Bumiputera quota, promotion rebates, etc.) to ensure

effective execution of sales plans in a timely manner.

- Draft, review and implement subject matter related policies, regulations, procedures and operational systems.
- Participate and provide input during product development and price-setting stages to assist in developing marketable products.

JOB REQUIREMENTS:

- At least 8 years of experience within the Real Estate / Property Development industry, particularly in the marketing and sales of residential, commercial and industrial properties, with a minimum of 3 years in a managerial position.
- Hands-on experience in sales of residential, commercial and industrial properties.
- Strong PR and communication skills.
- Developer background preferred.

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#Countrymalaysia

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Company Description