

PR/161161 | Sales Executive (Copper, Aluminium & Scrap Metal)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1616125

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 12:00

General Requirements

Minimum Experience Level
Over 1 year

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 with an international business network. The company supplies and trades non-ferrous metals and recycled metal materials such as copper, aluminum, brass, zinc, nickel and scrap materials to manufacturing customers.

They are currently expanding their non-ferrous metals business in Malaysia and are looking for a **Senior Sale Executive** who enjoys developing new customers and building business from the ground up. The is mainly a business development / hunter sales role. Your main responsibilities is to find a new customer in Malaysia, understand what types of metal materials they use, and introduce suitable products and supply solutions.

Work Location: 1 Mont Kiara, Mont Kiara, Kuala Lumpur

Job Responsibilities: -

- Develop new customers for non-ferrous metals and recycled metal materials in Malaysia.
- Visit potential customers regularly to understand their business, manufacturing processes and material requirements
- Build and maintain good long-term relationships with customers

- Promote materials such as copper, aluminium, brass, zinc, nickel and metal scrap
- Source materials from suppliers in Japan, China, Malaysia and other countries
- Develop both local Malaysian business and export opportunities
- Prepare quotations and negotiate pricing and commercial terms with customers
- Monitor metal prices, market trends, customer demand and material availability
- Coordinate with Japan team regarding sourcing, quotations, shipments and customer requirements
- Follow up orders, deliveries and other sales related matters
- Prepare sales reports, forecasts and maintain proper sales records
- Continuously learn about different metal materials, applications and industries

Job Requirements: -

- Around 2-3 years of B2B sales, business development or trading experience in the metal industry
- Experience dealing with non-ferrous metals or scrap materials such as copper, aluminium, brass, zinc or nickel is preferred
- Comfortable with new business development and approaching new customers
- Experience in metal trading, sourcing, pricing, logistics, import/export or shipping documentation would be an advantage
- Experience working with a Japanese trading company or metal trading house would be highly preferred
- Able to work independently and proactively develop your own customer accounts
- Able to communicate in English and Mandarin to deal with relevant customers and business partners
- Willing to travel within Malaysia and occasionally overseas for business meetings and customer visits

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#Countrymalaysia

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Company Description