


# PR/161276 | Sales Executive (Japanese speaker)

## Job Information

**Recruiter**
JAC Recruitment Malaysia

**Job ID**
1619290

**Industry**
Other (Trade)

**Job Type**
Permanent Full-time

**Location**
Malaysia

**Salary**
Negotiable, based on experience

**Refreshed**
October 27th, 2026 10:20

## General Requirements

**Minimum Experience Level**
Over 1 year

**Career Level**
Mid Career

**Minimum English Level**
Business Level

**Minimum Japanese Level**
Business Level

**Minimum Education Level**
Associate Degree/Diploma

**Visa Status**
No permission to work in Japan required

## Job Description

A Japanese multinational trading company with a strong presence across Asia, providing logistics, supply chain, and trading solutions to manufacturers across various industries is looking for a **Sales Executive** to develop new business opportunities and maintain strong relationships with existing customers.

Key Responsibilities

- Identify and secure new business opportunities while maintaining and expanding existing customer accounts.
- Conduct route sales activities with Japanese-affiliated and local manufacturers across multiple industries.
- Build and maintain strong customer relationships through regular visits and follow-ups.
- Monitor market trends, industry developments, and customer requirements to execute effective sales strategies.
- Prepare and submit regular sales reports and ad-hoc reports to management.
- Coordinate closely with internal teams to ensure smooth service delivery and customer satisfaction.

- Travel domestically and overseas as required for business development and customer visits.
- Attend business trips including overseas (Typically 2-3 nights per trip)

Requirements

- Minimum 2 years of sales experience in the trading, logistics, freight forwarding, supply chain, or related industries.
- Fresh perspectives from candidates with B2B sales experience in other industries may also be considered.
- Strong communication and relationship-building skills.
- Good numerical and calculation skills.
- Able to work independently while collaborating effectively with internal stakeholders.
- Willingness to travel domestically and internationally.
- Language requirements: English (Business Level), Mandarin (Business Level), Malay (Business Level), Japanese language proficiency is preferred (Japanese language allowance is provided based on JLPT certification level)

*No visa sponsorship is provided.

**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