

PR/161300 | Senior Project Sales Executive (Professional Audio and Communication Systems Industry)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1621133

Industry
Electric Power, Gas, Water

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:45

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

COMPANY OVERVIEW

A global manufacturer of professional audio, public-address, intercom, voice evacuation, and security communication systems is seeking a **Senior Project Sales Executive** to join the team. This role involves finding new project opportunities, building relationships with clients and consultants, and closing sales of audio and communication system solutions.

JOB RESPONSIBILITIES

- Identify and develop new project opportunities within commercial, education, healthcare, transportation, government, hospitality, and industrial sectors.
- Promote company's range of audio and communication solutions to consultants, developers, contractors, and end users.
- Generate new business leads and expand relationships with existing customers.

- Achieve individual sales revenue and project targets.
- Prepare quotations, proposals, tender submissions, and technical-commercial presentations.

JOB REQUIREMENTS

- Bachelor's Degree or Diploma in Business, Marketing, Engineering, Electronics, Information Technology, or a related field.
- Minimum 4–5 years of project sales experience in related field.
- Strong sales negotiation and presentation skills.
- Knowledge of project sales cycles and tender processes.
- Experience working with consultants, contractors, or system integrators.

#LI-JACMY

#countrymalaysia

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Company Description