

PR/161332 | Sales & Marketing Executive (Manufacturing & Automotive)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1621697

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 10:40

General Requirements

Minimum Experience Level
Over 3 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

Company Overview:

A Japanese-owned manufacturing company specializing in precision metal stamping, metal components, and surface finishing solutions. The company serves customers across various industries, including automotive, electronics, and industrial manufacturing, supporting both local and international markets.

Job Responsibilities:

- Manage and maintain relationships with existing customers while identifying opportunities for business growth.
- Develop new business opportunities within the manufacturing, automotive, electronics, and industrial sectors.
- Conduct cold calling, email outreach, and customer visits to generate new sales leads.

- Prepare quotations, negotiate pricing, and follow up on sales inquiries.
- Coordinate with internal departments to ensure smooth order processing and customer satisfaction.
- Build strong relationships with customers and provide timely support on inquiries and requirements.
- Monitor market trends, competitor activities, and customer needs.
- Achieve individual sales targets and contribute to overall company growth.

Job Requirements:

- Diploma or Bachelor's Degree in Business, Marketing, Engineering, or a related field.
- Minimum 3-5 years of sales experience, preferably in manufacturing, automotive, industrial, or electronics industries.
- Experience in business development and customer acquisition.
- Strong communication, negotiation, and relationship management skills.
- Comfortable with cold calling and engaging new customers.
- Knowledge of manufacturing processes or industrial products will be an added advantage.
- Familiarity with IATF 16949 standards is preferred but not mandatory.
- Possess own transport and willing to travel within Malaysia for customer visits.

#LI-JACMY

#countrymalaysia

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Company Description