



## PR/158960 | Senior Sales Executive (Construction Materials)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1548305

#### 業種

化学・素材

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年12月24日 04:00

### 応募必要条件

#### キャリアレベル

中途経験者レベル

#### 英語レベル

無し

#### 日本語レベル

無し

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### Company and Job Overview

A manufacturing company specializing in advanced construction materials is seeking a senior/ sales executive to develop market segments in the central regions of Malaysia.

#### Job Responsibilities

- Ensure that the predetermined sales, gross profitability, and growth objectives of the Market Segment & Territories are achieved or exceeded
- High level of market penetration and coverage, provide adequate level of customer service, technical service, and after-sales service
- Recommend and update new products in the market and evaluate the potential for future marketing
- Plan, implement, and monitor all sales and marketing activities for new market segments and/or territory
- Ensure the availability of stocks and closely gear the stock position to the actual needs of the market and financial objectives of the company

- Efficient control and collection of trade debts from the customers according to the agreed credit facilities
- Provide regular feedback on the general market conditions, trends, and competitors moves in the assigned regions
- Update and prepare weekly sales reports and material forecasts on a timely basis

#### Job Requirements

- Diploma/ Degree in Engineering (Civil/ Building) or any related Science knowledge or background
- At least 3 years in industrial selling, preferable to the building and construction industry
- Demonstrable sound business judgement and the ability to lead in a “teamwork” environment are essential
- Possess own transport and willing to travel within Malaysia
- Applicants should be Malaysian citizens or hold relevant residence status

Interested applicants, feel free to click **APPLY NOW**.

#LI-JACMY

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会社説明