PR/159715 | Senior Sales Manager

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
1564937

業種
土木

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
2026年01月06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

Position Title: Senior Sales Manager
Industry: Engineering, Procurement, Construction & Commissioning (EPCC), Electrical Works, Mechanical Works, M&E Maintenance Works, Solar PV registered under SEDA RPVSP & RPVI and others construction related works
Location: Kuala Lumpur
Reports To: Managing Director
Salary Range: RM10,000 – RM20,000 (based on experience and seniority)

Role Overview

The Sales Manager will be responsible for identifying, developing, and securing Mechanical & Electrical (M&E) and infrastructure project opportunities in the industrial sector. The ideal candidate possesses strong technical sales experience, excellent negotiation skills, and a proven track record in achieving project sales targets within the construction or energy industry.

Key Responsibilities

- Develop and implement effective sales strategies to secure M&E and infrastructure projects.
- Identify new business opportunities and build long-term client relationships within the industrial and energy sectors.
- Prepare, present, and negotiate business proposals, tenders, and contracts with clients, consultants, and main contractors.
- Collaborate closely with internal technical and project teams to ensure project alignment and client satisfaction.
- Conduct market research to identify industry trends, competitors, and potential clients.
- Achieve individual and departmental sales targets aligned with company objectives.
- Represent the company in meetings, trade exhibitions, and networking events.

Requirements

- Bachelor's Degree or Diploma in Mechanical / Electrical / Civil Engineering, Business, or related field.
- Minimum 8–12 years of working experience in technical sales within the construction or energy industry.
- Proven track record in securing M&E or infrastructure project sales.
- Strong business acumen with the ability to develop and negotiate complex contracts.
- Excellent communication and interpersonal skills.

- Male candidates below 45 years old are preferred.
- Self-motivated, independent, and able to perform under minimal supervision.

#LI-JACMY
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会社説明