



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

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20日 09:01

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

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明