



## PR/159837 | 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

1566499

#### 業種

その他（メーカー）

#### 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23日 02:00

### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢

#### 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 OVERVIEW

A leading global company specializing in heat exchanger solutions, is seeking a Sales Manager to join the team. This role involves driving sales growth in O&G, Chemical and Power sectors.

#### JOB RESPONSIBILITIES

- Take full responsibility for the sales budget in O&G, Chemical, and Power sectors, ensuring strong pipeline growth and achieving order intake targets through effective strategies.
- Work closely with Solution Support and Marketing teams to create impactful branding and positioning strategies that establish Kelvion as the preferred cooling solutions provider.
- Promote Kelvion's culture of compliance and integrity in all business activities and interactions.

- Analysed customers' key business drivers and market environment to identify opportunities and deliver solutions that create value for Kelvion.
- Track competitor activities within key accounts and implement timely response strategies to maintain a competitive edge.

#### JOB REQUIREMENTS

- Minimum 10 years in technical sales within O&G, Chemical, and Power sectors, with a strong track record of success.
- Ability to manage direct and indirect sales channels for both greenfield and brownfield projects.
- Comfortable working in a matrix organization, with a pioneering spirit to help build and strengthen the sales organization.
- Deep understanding of O&G, Chemical, and Power segments, strong network and key account management experience preferred. Experience in the heat exchanger industry is a plus.

#LI-JACMY

#countrymalaysia

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会社説明