



マレーシアの求人なら
JAC Recruitment Malaysia

PR/159838 | Service 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

1566500

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11月25日 11:37

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 Service Sales Manager to join the team. This role involves driving sales growth in O&G, Chemical and Power sectors.

JOB RESPONSIBILITIES

- Own and grow the service sales pipeline for direct and indirect channels across the region.
- Develop and execute plans to increase sales of spare parts, services, repairs, and replacements for both Kelvion and non-Kelvion equipment.
- Engage key accounts and identify new opportunities for upselling, cross selling, and market penetration.
- Work with internal teams to create strong positioning strategies and ensure accurate CRM updates, forecasting, and pricing recommendations.

- Prepare quotations, recommend best fit solutions, and negotiate terms to close deals while monitoring competitor activities.

JOB REQUIREMENTS

- Minimum 10 years in technical sales for O&G, Chemical, and Power sectors with a strong track record.
- Ability to handle direct and indirect sales channels for greenfield and brownfield projects.
- Comfortable working in a matrix organization and contributing to building a strong sales structure.
- Collaborative, solution-oriented, and able to identify and implement improvements.
- Strong knowledge 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