



PR/160139 | Sales Manager (Commercial Kitchen Equipment)

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

1577572

業種

旅行・観光

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04月21日 04:00

応募必要条件

職務経験

6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

Job Responsibilities:

- Develop and execute sales strategies to achieve monthly and annual revenue targets.
- Manage and grow relationships with key clients, including hospitality groups, F&B chains, contractors, and kitchen consultants.
- Lead and support the sales team through coaching, performance reviews, and regular sales planning.
- Coordinate with the technical and project teams to ensure smooth delivery and installation of kitchen equipment.
- Monitor market trends, competitor activities, and customer needs to guide product positioning and sales approaches.
- Prepare accurate sales forecasts, reports, and pipeline updates for management review.

Job Requirements:

- More than 5 years of sales experience, MUST HAVE experience in commercial kitchen equipment, food service solutions, or related industries.
- Strong communication, negotiation, and customer-management skills.
- Familiarity with project-based sales and dealer/distributor management is an advantage.

- Must have experience in business development and how to develop the market.

#LI-JACMY

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会社説明