



PR/160301 | Sales Manager – Powertools & Industrial 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

1583864

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

2026年04月21日 13:00

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

ビジネス会話レベル

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 distributor of professional power tools across Southeast Asia, with a strong legacy tied to its exclusive partnership with renowned German manufacturer — a global pioneer in outdoor power equipment. Established in 2005, th
A leading distributor of professional power tools across Southeast Asia, with a strong legacy built through an exclusive partnership with a renowned German manufacturer that is widely recognized as a global pioneer in outdoor power equipment. Established in 2005, the company has grown into a regional powerhouse, supplying more than 48 high-quality products across Singapore, West Malaysia, Thailand, Laos, Vietnam, Cambodia, and Myanmar.

JOB RESPONSIBILITIES

The Sales Manager will drive commercial growth, strengthen dealer networks, and expand market share in Malaysia. This role requires strong leadership capabilities, technical understanding of power tools, and the ability to build long-term partnerships with professional users, distributors, and retail channels.

Sales Strategy & Revenue Growth

- Develop and execute strategic sales plans to achieve revenue, margin, and volume targets.

- Identify new business opportunities, market gaps, and customer segments to drive sustainable growth.
- Monitor competitor activities and market trends to recommend strategic adjustments.

Channel & Dealer Management

- Manage and grow relationships with distributors, authorized dealers, and retail partners nationwide.
- Conduct regular performance reviews, ensuring optimal stock levels, sell-through, and brand visibility.
- Lead product training, demonstrations, and dealer support initiatives.

Team Leadership

- Lead and mentor a team of sales representatives to achieve individual and team KPIs.
- Provide coaching, field accompaniment, and performance evaluations to build a high-performing team.

Operational Excellence

- Collaborate with marketing, service, logistics, and product teams to ensure effective product launches and promotional campaigns.
- Prepare accurate sales forecasts, monthly reports, and pipeline updates for management.
- Ensure compliance with pricing policies, commercial terms, and operational standards.

Market Development

- Support new product introductions with insights, technical feedback, and customer engagement.
- Represent the company at trade shows, exhibitions, and industry events to strengthen brand presence.

JOB REQUIREMENTS

- Degree in Business, Marketing, Engineering, or related fields (preferred but not mandatory).
- At least 5 years' experience in sales, preferably in power tools, hardware, machinery, industrial equipment, or related industries.
- Proven track record in channel management and achieving sales KPIs.
- Strong communication, presentation, and negotiation skills.
- Ability to lead teams and work cross-functionally in a fast-paced environment.
- Willingness to travel nationwide when required.

Preferred Attributes

- Strong commercial acumen and technical understanding of power tools or machinery.
- Hands-on, field-driven, and customer-focused working style.
- Ability to build and maintain long-term business relationships.
- Passion for brand excellence, product quality, and industry innovation.

#LI-JACMY

#countrymalaysia

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会社説明