



## PR/160325 | Sales Manager - HVAC Industry (Chiller)

### 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

1584356

#### 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28日 12:01

### 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

#### COMPANY OVERVIEW

A leading provider of energy efficient HVAC solutions is seeking a **Sales Manager** to join the team. This role involves driving HVAC sales growth in domestic markets by building strong customer relationships, identifying market opportunities, managing the full sales cycle, and delivering tailored solutions to meet client needs.

#### JOB RESPONSIBILITIES

- Build strong connections with existing and new customers through regular engagement and outreach.
- Identify market opportunities, generate leads, and secure projects through proactive sales strategies.
- Present company offerings via meetings, presentations, and participation in marketing events.
- Handle tenders, proposals, pricing negotiations, and ensure successful order closure.
- Analyse market needs, collaborate on product strategies, and prepare sales forecasts and reports.

## JOB REQUIREMENTS

- Minimum 8 years of proven sales experience in chillers and/or HPAC systems with leading manufacturers.
- Highly presentable with strong interpersonal skills; confident, outgoing, and able to engage effectively with diverse stakeholders.
- Capable of working in a fast-paced environment, managing multiple priorities, and delivering results under tight deadlines.
- Candidates with the ability to read, write, and communicate in Mandarin will be highly valued for regional market engagement.

#LI-JACMY

#countrymalaysia

**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.

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会社説明