



## PR/160430 | Head of Sales in a Leading Tyre Manufacturer

### 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

1586519

#### 業種

その他（商社）

#### 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05月12日 11:45

### 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 and Job Overview

A leading global tyre manufacturer is seeking a Head of Sales to drive sustainable revenue growth, strengthen market penetration, and enhance profitability within OEM and aftermarket channels.

#### Job Responsibilities

- Own and execute the country sales strategy aligned with company objectives  
Drive revenue, market share, and profitability across OEM and aftermarket channels
- Lead and develop the national sales leadership team, setting targets, KPIs, and performance standards
- Manage strategic relationships with key customers, dealers, and OEM partners
- Oversee sales forecasting, pricing, demand planning, and margin management in coordination with supply chain and finance

### Job Requirements

- Bachelor's degree in Business, Marketing, Engineering, or related field
- At least 10 years of commercial experience with 5 years in senior sales leadership roles
- Strong background in tyre, automotive, industrial manufacturing, or aftermarket industries
- Proven track record managing OEM and distributor/dealer sales channels
- Strong leadership, negotiation and analytical skills
- Must be a Malaysian citizen or possess valid residency status

Interested applicants, feel free to click APPLY NOW

#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