



## PR/160376 | SENIOR SALES EXECUTIVE (WELL ESTABLISHED CHEMICAL DISTRIBUTOR COMPANY) - BASED IN JOHOR

### 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

1592800

#### 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05月19日 11:12

### 応募必要条件

#### 職務経験

3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

Our Client is a Leading Chemical Distributor, specialized in distribution and trading petrochemicals, solvents, industrial chemicals and specialty products to manufacturing, food, oleochemical, petrochemical, pharmaceutical, textile industries etc.

#### JOB RESPONSIBILITIES

- Develop and execute sales strategies to achieve and exceed sales targets.
- Manage and grow existing customer accounts while identifying new business opportunities.
- Conduct market research to identify trends, competitors, and potential customers.

- Prepare sales proposals, quotations, and contracts.
- Negotiate pricing and commercial terms with customers.
- Work closely with internal teams including operations, logistics, and finance to ensure smooth order fulfilment.
- Provide regular sales reports, forecasts, and market feedback to management.
- Attend client meetings, exhibitions, and industry events as required.

#### **JOB REQUIREMENTS**

- Bachelor's Degree or Diploma in Business, Marketing, Applied Sciences, or a related field.
- Proven sales experience and track record, exposure in chemicals or industrial products would be added advantage.
- Strong communication and negotiation skills to liaise with customers and internal departments.

Interested candidates are welcomed to apply online.

#LI-JACMY  
#statejohor

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会社説明