



PR/160620 | SALES MANAGER (with a leading MNC in personal care chemical industry)

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

1599333

業種

化学・素材

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06月26日 11:13

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 seeking a dynamic and results-driven Sales Manager to lead and expand their commercial activities across the Asia region. This role is responsible for driving regional sales growth, managing distributor networks, and developing strategic relationships with key accounts in the personal care industry. The successful candidate will play a vital role in shaping regional sales and marketing strategies while collaborating closely with global technical, regulatory, and commercial teams.

Key Responsibilities

Commercial"

- Lead and execute sales strategies across key Asian markets, including China, Korea, Japan, India, and Southeast

Asia.

- Build, manage, and strengthen relationships with regional distributors and key customers within the sun care, beauty, and skincare segments.
- Drive new business development and lead negotiations to secure new opportunities.
- Develop and deliver regional sales strategies, forecasts, and budgets.
- Manage and maintain the opportunity pipeline using CRM tools (e.g., Salesforce).

Marketing:

- Monitor market trends, customer needs, and competitive landscape to identify growth opportunities.
- Provide insights to support product development and innovation strategies.
- Prepare detailed sales and market analysis reports, including growth plans and competitive positioning.
- Represent the business at industry events such as trade shows, conferences, and technical seminars.

Application & Technical Engagement:

- Build and maintain strong technical knowledge of product offerings and their applications.
- Deliver impactful presentations to customers and stakeholders, using technical data to influence decisions.
- Collaborate with internal teams to initiate product or technology development where required.
- Track emerging technologies, materials, and industry developments relevant to the business.

Job Requirements

- Bachelor's degree in Business, Sales, Engineering, Chemistry, Marketing, or a related field.
- Minimum 3+ years of relevant experience in sales or business development.
- Strong project management, planning, negotiation, and organizational skills.
- Ability to work independently with minimal supervision while maintaining high performance.
- Excellent verbal and written communication skills in English.
- Strong analytical and problem-solving abilities.
- Ability to translate technical knowledge into practical business solutions.
- High level of motivation, accountability, and attention to detail.
- Proven ability to build and maintain strong client relationships.
- Basic understanding of regulatory and product safety frameworks.

#LI-JACMY

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