



PR/160651 | Sales Representative / Manager (Remote) - Polymers / Engineering Plastic

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

1599351

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08月21日 00:00

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

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 Malaysia-based **provider of industrial chemicals and polymer solutions**, supporting a wide range of manufacturing and industrial applications. This role is responsible for developing and executing sales and business development strategies to strengthen customer relationships, identify new market opportunities, and deliver sustainable revenue growth for the company

JOB RESPONSIBILITIES

- Develop and execute strategic sales plans to achieve business growth and revenue targets.
- Build, maintain, and strengthen long-term relationships with existing and potential customers.
- Identify new business opportunities and convert sales pipelines into actual revenue.
- Conduct market research to stay updated on industry trends, competitor activities, customer demands, and pricing

movements.

- Provide technical and commercial support to customers regarding engineering plastic products and applications.
- Prepare sales forecasts, customer reports, and performance analysis for management review.
- Collaborate closely with internal teams including procurement, logistics, and technical support to ensure customer satisfaction.
- Attend client meetings, industry exhibitions, and business development activities as required.
- Ensure timely payment collection and monitor customer account performance.

JOB REQUIREMENTS

- Bachelor's Degree in Chemistry, Chemical Engineering, Polymer Science, Business, or related field preferred (not mandatory with relevant industry experience).
- Minimum 5–8 years of proven sales experience in the plastics or polymer industry, particularly in:
 - o Engineering Plastics (POM, PA, PC, ABS, etc.)
 - o Polymer raw materials
 - o Industrial or technical materials sales
- Strong understanding of:
 - o Plastic resin applications
 - o Market trends and competitor analysis
 - o Pricing strategies and customer requirements
- Proficiency in:
 - o Microsoft Office Suite (Excel, PowerPoint, Word)
 - o CRM platforms such as Salesforce or equivalent
- Excellent in:
 - o Sales and negotiation skills
 - o Communication and interpersonal abilities
 - o Organizational and presentation skills

Highly self-motivated, target-oriented, and capable of working independently in a remote environment.

- Proficiency in English is required. Additional languages are an added advantage

#LI-JACMY

#countrymalaysia

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会社説明