



PR/160701 | Assistant Sales Manager (Regional B2B Sales)

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

1599388

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06月26日 11:14

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

ビジネス会話レベル

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

Our client is a well-established Japanese multinational company specializing in packaging machinery and packaging film solutions. The company holds a leading market position in Japan, particularly within the source and liquid packaging segment, serves major global food and beverage brands across Asia.

As part of their regional growth and succession planning, they are now seeking a high performing Assistant Sales Manager to support business expansion across Southeast Asia.

Work Location: Kajang, Selangor

Attractive Compensation Package:

- Performance Based Incentive Scheme
- Bonus: Twice yearly (June & December)
- Annual increment

Allowances: -

- Car Allowance
- Petrol Allowance
- Mobile Phone Allowance

Annual Leave:

- 14 days annual leave (first year)

Key Responsibilities: -

As an **Assistant Sales Manager**, you will be responsible for developing new business opportunities and managing customer relationships across regional markets

- Develop new business opportunities across Malaysia and regional markets
- Generate leads through exhibitions, networking activities, referrals and market research
- Promote and sell packaging machinery solutions to customers
- Coordinate with technical and service teams to ensure successful implementation
- Collaborate closely with service engineers to provide technical supports and after sales service
- Manage the complete sales cycle from customer inquiry to project completion
- Build strong relationships with multinational manufacturers and key accounts
- Prepare quotations, proposals, commercial negotiations and project follow up
- Participate in exhibitions, customer visits and business development activities
- Achieve sales target and contribute to regional business expansion

Requirements: -

- Bachelor Degree in Business, Engineering, Marketing or related disciplines
- Minimum 7 years of B2B sales experience
- Proven track record in business development and sales achievement
- Strong negotiation and closing skills
- Experience managing customer relationship and long sales cycles
- Willingness to travel within the region as required
- Strong communication and presentation skills in English, Mandarin and Malay

#LI-JACMY

#Countrymalaysia

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会社説明