



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160860 | Territory Sales Executive, Power Tools (Penang & Fully Remote)

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

1604927

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11日 03:00

応募必要条件

職務経験

1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 globally recognized manufacturer of professional-grade power tools and industrial equipment is seeking a Territory Sales Executive to support its growing business in Northern Malaysia. Renowned for innovation, product quality, and reliability, the company serves professionals across construction, manufacturing, engineering, and industrial sectors worldwide. This is an excellent opportunity for a sales-driven individual who enjoys building customer relationships, driving market growth, and promoting high-quality products through an established dealer network.

Responsibilities

- Develop and maintain strong relationships with dealers within the assigned territory.
- Promote new products, campaigns, and sales initiatives to dealers and end users.
- Conduct product presentations, demonstrations, and training sessions to enhance product knowledge and sales

performance.

- Drive sales growth and achieve territory sales targets through effective account management.
- Monitor market trends, competitor activities, and customer feedback to identify business opportunities.
- Ensure timely collection of payments and compliance with credit terms.
- Support marketing campaigns, roadshows, exhibitions, and promotional activities.
- Prepare and submit regular sales reports, market updates, and business performance analyses.
- Perform other duties and projects assigned by management.

Requirements

- Minimum SPM, Certificate, Diploma, or equivalent qualification.
- Minimum 1–2 years of sales experience, preferably in power tools, industrial products, hardware, construction materials, or related industries.
- Experience managing dealer or distributor networks will be an added advantage.
- Strong communication, negotiation, and relationship-building skills.
- Sales-driven with a proactive and results-oriented mindset.
- Ability to work independently and manage territory activities effectively.
- Willingness to travel regularly within the assigned region.
- Team player with strong organizational and reporting skills.
- Proficient in English, Bahasa Malaysia, and Mandarin to effectively engage with a diverse customer base and dealer network.

#LI-JACMY #LI-DNI

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会社説明