

PR/160875 | SENIOR SALES EXECUTIVE (POWER TOOLS / CONSTRUCTION EQUIPMENT) - 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
1605587

業種
プラント

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11月10日 02:00

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

COMPANY OVERVIEW
Our Client Company specializes in power tools and construction equipment solutions, the organization is looking for Senior Sales Executive to be based in Johor. This role offers the opportunity to manage dealer relationships, drive product promotions, and contribute to business growth across assigned territories.

JOB RESPONSIBILITIES

- Develop and maintain strong relationships with dealers within assigned territories, ensuring they receive timely updates on new products and promotional activities.
- Support and execute product promotion initiatives involving dealers and end users to increase product awareness and sales performance.
- Introduce dealers to effective selling techniques and best practices to enhance their business performance.

- Assist in conducting product training programs and demonstrations for dealers and selected end users.
- Monitor customer accounts and follow up on payments to ensure compliance with established credit terms.
- Analyze competitor activities, market movements, and industry developments to support business planning and benchmarking efforts.
- Collaborate with team members on marketing campaigns, sales projects, and other business initiatives.
- Prepare and submit accurate sales progress reports to management on a regular basis.
- Carry out additional assignments and responsibilities as directed by management.

JOB REQUIREMENTS

- Possess Diploma / SPM in any related fields.
- Preferably with at least 3 years of Sales Experience in Power Tools, Hardware Products, Building Materials or Construction-related Equipments.
- Experience in sales, dealer management, or channel development.
- Strong relationship-building and communication skills.
- Willingness to travel within assigned territories as required.

Interested candidates are welcomed to apply online.

#LI-JACMY
#statejohor

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明