

PR/160991 | Sales Executive (Industrial Lubricants)

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
1609350

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11月03日 02:00

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
A leading Japanese multinational specializing in high-performance automotive, industrial, and marine lubricant solutions is seeking a Sales Executive to join its growing team in Penang. With decades of expertise in lubricant technology and a strong presence across Asia, the company provides advanced lubrication solutions to customers in the manufacturing, automotive, marine, and industrial sectors. Renowned for its commitment to quality, innovation, and technical excellence, the organization combines premium products with value-added technical services, helping customers improve equipment reliability, operational efficiency, and productivity.

Key Responsibilities

- Identify and develop new business opportunities to achieve sales growth targets.
- Build and maintain strong relationships with existing and prospective customers.
- Promote industrial, automotive, and specialty lubricant solutions to customers across various industries.

- Conduct customer visits, product presentations, and technical discussions.
- Understand customer operational requirements and recommend suitable lubrication solutions.
- Prepare quotations, proposals, and follow up on sales opportunities.
- Coordinate with technical teams to provide product support, oil analysis, and value-added services.
- Monitor market developments, competitor activities, and customer needs to identify growth opportunities.
- Ensure high customer satisfaction through effective account management and after-sales support.
- Prepare regular sales reports and updates for management review.

Requirements

- Diploma or Bachelor's Degree in Engineering, Business Administration, Marketing, or a related field.
- Minimum 1-3 years of experience in Sales, Technical Sales, Business Development, or Account Management.
- Experience in lubricants, industrial products, engineering products, automotive, machinery, manufacturing, or B2B sales is an added advantage.
- Strong communication, negotiation, and presentation skills.
- Ability to develop and maintain long-term customer relationships.
- Strong business development and sales mindset.
- Customer-focused with excellent interpersonal skills.
- Proactive, self-motivated, and results-oriented.
- Ability to understand technical products and provide solution-based recommendations.
- Possess a valid driving license and willing to travel for customer visits.
- Fresh graduates with strong sales aptitude and engineering background may be considered.

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.

Privacy Policy Link: https://www.jac-recruitment.my/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.my/terms-of-use

会社説明