


# PR/161070 | Sales Executive - Automotive - Top leading industry

## 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**
1611324

**業種**
石油・エネルギー

**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10月20日 06:00

## 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:**

Our client is a MNC energy, oil & gas, petrochemical, lubricants, and renewable energy company engaged in the development, manufacturing, and sale of fuels, chemicals, and energy solutions.

**Job Responsibilities:**

- Manage and maintain relationships with small and medium-sized customers through:
  - Conducting regular customer visits.
  - Monitoring monthly forecasts and production movements.
  - Identifying opportunities for new product expansion.

    - Following up on payments and collections.

- Drive new business development and achieve sales targets in line with company objectives and management direction.
- Develop a strong understanding of lubricant fundamentals and product knowledge through internal training programs.
- Participate in departmental sales activities, including:
    - Preparing and submitting monthly Value Analysis (VA) reports and proposals.
    - Providing weekly updates on customer visits and sales activities.
    - Attending monthly sales meetings and quarterly sales reviews.
    - Contributing to assigned sales projects and initiatives.
    - Managing customer price revisions and negotiations.
- Monitor market and industry developments by gathering information on pricing, competitor activities, customer requirements, new products, and market trends.

Job Requirements:

- Diploma or Bachelor's Degree in Marketing, Chemistry, Engineering, or a related field.
- Fresh graduates with a Diploma or Degree are encouraged to apply.
- Strong interpersonal and communication skills with a professional and presentable appearance.
- Possess a valid driver's license and own transportation for customer visits.

#LI-JACMY

#stateselangor

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## 会社説明