



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

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09月22日 07:00

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:

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

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