

PR/161114 | Project Sales Executive - Industrial Machinery & Raw Material

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
1614219

業種
その他（商社）

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17日 15:00

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
ビジネス会話レベル

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

Our client is an established Japanese trading company supporting the automotive and manufacturing industries in Malaysia and Internationally.

Currently, they are looking for a Senior Executive - Machinery Sales & Project Coordination to join their Raw Material & Machinery Division. It is not purely a sales position. You will be involved in the full business cycle, understanding what the customer needs, sourcing machinery, preparing quotations, negotiating with suppliers/ customers, coordinating delivery and installation, and following the project until completion.

Working Location: Subang Jaya, Selangor

Job Description:

- Manage relationship with existing customers, suppliers and overseas business partners
- Collaborate closely with overseas offices or external Business Partner to support cross-border business development and customer service activities.
- Look for new business opportunities involving industrial machinery and manufacturing equipment

- Machinery may include production line equipment, automation systems, assembly related machinery, testing/ inspection equipment, material handling equipment and other factory equipment
- Understand customer manufacturing or equipment requirements and coordinate with suitable machinery suppliers
- Prepare quotations and negotiate pricing, delivery schedule and commercial terms
- Coordinate machinery projects from quotation, order, manufacturing, delivery, installation, commissioning, customer acceptance.
- Work with customers, machinery makers, contractors and overseas offices throughout the project
- Follow up on after sales matters, technical issues and equipment calibration
- Prepare budgets and conduct monthly sales performance analysis for effective business tracking and decision-making.
- Perform ad-hoc tasks or other assignments as directed by immediate superiors or senior management.

Requirements:

- Bachelor's degree in business administration, International Business & Trade, Supply Chain Management or a related field.
- At least 1–2 years of experience in industrial sales, machinery/equipment sales, trading, project coordination or related fields. Experience in automotive manufacturing equipment, machinery installation or project management will be an added advantage. Fresh graduates with relevant engineering/business backgrounds and strong potential may also be considered.
- Proficient in MS Office. Experience in SAP/ERP will be an added Advantage.
- Willing to travel outstation and overseas as and when required.
- Excellent communication and interpersonal skills, with the ability to work collaboratively across teams and engage effectively with stakeholders.
- Open-minded and adaptable to fast-paced and dynamic business environments.
- Strong analytical and problem-solving capabilities, with a results-driven mindset focused on delivering value to customers and stakeholders.
- High attention to detail, with strong follow-through, organizational skills, and time management.
- Proactive, self-motivated, and able to perform well under pressure and meet tight deadlines.
- Able to work independently, present ideas professionally to superiors and team members, and provide timely progress updates.
- Proficient in both written and spoken English and Bahasa Melayu. Proficiency in Japanese or Mandarin is a plus.

#LI-JACMY

#Countrymalaysia

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