

PR/161161 | Sales Executive (Copper, Aluminium & Scrap Metal)

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
1616125

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03日 12:00

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
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 with an international business network. The company supplies and trades non-ferrous metals and recycled metal materials such as copper, aluminum, brass, zinc, nickel and scrap materials to manufacturing customers.

They are currently expanding their non-ferrous metals business in Malaysia and are looking for a **Senior Sale Executive** who enjoys developing new customers and building business from the ground up. The is mainly a business development / hunter sales role. Your main responsibilities is to find a new customer in Malaysia, understand what types of metal materials they use, and introduce suitable products and supply solutions.

Work Location: 1 Mont Kiara, Mont Kiara, Kuala Lumpur

Job Responsibilities: -

- Develop new customers for non-ferrous metals and recycled metal materials in Malaysia.
- Visit potential customers regularly to understand their business, manufacturing processes and material requirements
- Build and maintain good long-term relationships with customers

- Promote materials such as copper, aluminium, brass, zinc, nickel and metal scrap
- Source materials from suppliers in Japan, China, Malaysia and other countries
- Develop both local Malaysian business and export opportunities
- Prepare quotations and negotiate pricing and commercial terms with customers
- Monitor metal prices, market trends, customer demand and material availability
- Coordinate with Japan team regarding sourcing, quotations, shipments and customer requirements
- Follow up orders, deliveries and other sales related matters
- Prepare sales reports, forecasts and maintain proper sales records
- Continuously learn about different metal materials, applications and industries

Job Requirements: -

- Around 2-3 years of B2B sales, business development or trading experience in the metal industry
- Experience dealing with non-ferrous metals or scrap materials such as copper, aluminium, brass, zinc or nickel is preferred
- Comfortable with new business development and approaching new customers
- Experience in metal trading, sourcing, pricing, logistics, import/export or shipping documentation would be an advantage
- Experience working with a Japanese trading company or metal trading house would be highly preferred
- Able to work independently and proactively develop your own customer accounts
- Able to communicate in English and Mandarin to deal with relevant customers and business partners
- Willing to travel within Malaysia and occasionally overseas for business meetings and customer visits

#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