

PR/161188 | CE Commercial Washer Sales Assistant Manager / Manager

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
1616861

業種
電力・ガス・水道

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10日 14:00

応募必要条件

職務経験
6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
ビジネス会話レベル

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 global leader in consumer electronics and home appliances is seeking a **CE Commercial Washer Sales Assistant Manager** / **Manager** to drive business growth within the commercial laundry segment. The role will be responsible for developing sales strategies, managing key customer accounts, expanding market presence, and building strong relationships with dealers, distributors, consultants, contractors, and end users. This position offers an exciting opportunity to contribute to a market-leading brand while driving commercial success in Malaysia.

ResponsibilitiesSales & Business Development

- Develop and execute sales strategies to achieve commercial washer sales targets.
- Identify and pursue new business opportunities within the commercial laundry market.
- Build and maintain strong relationships with dealers, distributors, consultants, contractors, developers, and end users.
- Generate sales leads through market intelligence, networking, and industry engagement.
- Conduct customer presentations, product demonstrations, and solution proposals.

- Drive business growth through proactive market development activities.

Key Account Management
- Manage and grow existing customer accounts.
- Negotiate pricing, commercial terms, and contract agreements.
- Develop long-term customer relationships to ensure business retention and growth.
- Conduct regular customer visits and account reviews.
- Ensure high levels of customer satisfaction and service quality.

Market Development
- Monitor market trends, competitor activities, and industry developments.
- Identify new market segments and growth opportunities.
- Develop market penetration strategies to increase market share.
- Recommend pricing strategies, promotional activities, and sales initiatives.

Project & Sales Coordination
- Coordinate project requirements with customers, consultants, contractors, and internal stakeholders.
- Manage project pipelines and track sales opportunities.
- Work closely with supply chain and service teams to ensure timely delivery and installation.
- Support smooth project execution from sales acquisition through completion.

Reporting & Stakeholder Management
- Prepare sales forecasts, pipeline reports, and business reviews.
- Monitor performance against sales targets and implement corrective actions where necessary.
- Maintain accurate customer and sales records within CRM systems.
- Collaborate closely with Marketing, Product Management, Operations, and Service teams.
- Provide market feedback and business insights to support strategic planning.

Requirements
- Bachelor's Degree in Business Administration, Marketing, Engineering, or a related discipline.
- Minimum 5 years of B2B sales experience for Assistant Manager level.
- Minimum 8 years of B2B sales experience for Manager level.
- Proven experience in commercial washer sales or commercial laundry equipment sales.
- Experience in commercial laundry equipment, industrial equipment, HVAC, building materials, electrical products, commercial appliances, or related industries will be an advantage.
- Strong track record in achieving sales targets and developing new business opportunities.
- Experience managing distributors, key accounts, and commercial projects.
- Strong negotiation, presentation, and relationship management skills.
- Commercially driven with strong business acumen and market awareness.
- Experience working with major laundry operators such as LaundryBar, DobiQueen, or CS Laundry will be highly preferred.

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#countrymalaysia
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会社説明