

PR/161247 | Sales & Marketing 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
1618553

業種
その他（メーカー）

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11月03日 09:00

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
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

Sales Activities:

- Develop and execute sales strategies aimed at achieving revenue and sales targets and expanding market share.
- Plan and implement initiatives to acquire new customers and distributors.
- Understand customers' energy needs and make optimal proposals to enhance customer satisfaction.
- Prepare easy-to-understand proposals for renewable energy systems and deliver presentations.
- Draft and negotiate contracts.
- Collaborate with the engineering and project management departments to ensure technical accuracy and feasibility.
- Verify that all contracts comply with laws, regulations, and other legal requirements.

- Building Relationships with Stakeholders
- Represent the company at industry events, conferences, and networking opportunities to promote renewable energy solutions.
- Build and maintain positive relationships with clients, including corporations, local governments, and various organizations.
- Systematically maintain customer relationships.

Market and Competitive Research

- Analyze market trends and competitors' activities to identify new business opportunities.
- Stay up-to-date on industry trends, technologies, and regulatory changes related to the renewable energy market.
- Analyze B2B marketing needs and plan and execute marketing events.

Other

- Reporting to management.
- Handle other tasks as needed.

Requirements:

- Hold a bachelor's degree or higher in any field
- At least 5 years of experience in corporate sales or business development in related industries—such as solar power generation, renewable energy, EPC, or large-scale industrial equipment—is preferred
- Must be available for business travel within Malaysia and overseas
- Must be able to communicate in English in a business setting
- Must possess excellent communication and interpersonal skills
- Must be proficient in Microsoft 365 (Word, Excel, PowerPoint)
- Must hold a valid driver's license
- Must be able to plan and execute multiple tasks while paying close attention to detail
- Must be able to properly manage confidential information and strictly adhere to confidentiality obligations
- Awareness of challenges and the ability to take initiative to resolve them
- Negotiation and drive to synthesize diverse opinions from various parties (customers, management, and other stakeholders), negotiate effectively, and move projects forward
- Ability to perform logical and quantitative analysis
- Stress resilience
- Proficiency in document preparation and numerical tasks

#LI-JACMY
#Countrymalaysia

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会社説明