



PR/157761 | Sales Manager - Automotive Equipment

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1508870

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:18

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a leading global provider of high-quality automotive tools and equipment. They are currently looking a motivated and experienced **Sales Manager for Automotive Equipment** to oversee sales, develop their business, and manage key accounts. This role includes creating sales plans, implementing marketing programs, and improving distribution channels. The ideal candidate should have a background in **industrial sales, especially in the automotive sector**, and be skilled at managing relationships with resellers and dealers

Location to work: Seri Kembangan, Selangor

Responsibilities:

- Handle sales of company's range of automotive equipment in
- Strategize, prioritize and monitor business plans to meet sales goals and objectives
- Develop product and sales strategies to grow business in targeted industrial segments
- Develop marketing and promotion programs to build brand name and drive volume

- Increase market share as well as expand distribution channels and customer base
- Develop and manage key accounts

Requirements:

- Degree / Diploma in Mechanical Engineering or equivalent
- 2 to 3 years of industrial sales experience with car servicing equipment experience in the automotive industry for the education sector
- Experience in handling distribution channels as well as managing resellers/dealers
- Team player with a mature personality and the ability to work independently under pressure
- Good command of spoken and written English & Mandarin
- Willing to travel

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Company Description