



## PR/157761 | Sales Manager - Automotive Equipment

### Job Information

**Recruiter**
[JAC Recruitment Malaysia](#)
**Job ID**

1512192

**Industry**

Automobile and Parts

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 24th, 2024 10:27

### 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