



PR/158364 | Product Sales Executive - Engineering & Drainage Systems

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512441

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:37

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 leader rainwater management solution for building projects. They are seeking a **Project Sales Executive** to join their team. In this role, you will be responsible for promoting and selling drainage systems to engineers, developers and other key stakeholders within the construction industry. You will need to manage the entire sales process from identifying potential clients and understanding their needs to provide solutions, preparing proposals and ensure success project delivery.

Working location: Shah Alam, Selangor

Job Responsibilities: -

- To attend, service and promote specify company products to Quantity Surveyors, Engineers and Developers
- Build and maintain strong relationships with clients to understand their needs and develop sales strategies
- Prepare proposals, provide solutions and communicate product details
- Conduct product briefings and presentations to clients
- Coordinate with clients on technical aspects of the projects
- Identify new leads and maintain relationships with existing clients
- Monitor market trends and provide insights to the manager
- Meet sales target and work independently
- This role may involve covering additional regions if needed

Requirements: -

- Diploma/ Degree in Business, Marketing, Construction or a related field
- Prior experience in **plastic pipe sales is a must**
- Ability to read and understand construction/ architectural drawings
- Excellent in communication, negotiation and interpersonal skills
- Strong analytical and presentation skills
- Proficiency in English, Malay and Mandarin

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Company Description