



PR/158163 | Sales Director

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1512504

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 14:00

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

Company and Job Overview

A globally recognized company specializing in providing advanced engineering solutions, including mechanical components, tubing, hoses, and turnkey solutions for waste and exhaust treatment, environmental technology, and water treatment systems is seeking a dynamic and experienced Sales Director to lead the business operations within the APAC region. The Global Sales Director will be responsible for developing and executing strategic sales plans to achieve company revenue goals across international markets. This role requires expertise in Build-to-Print processes, a strong understanding of global market trends, and the ability to foster long-term client relationships. The ideal candidate will have a proven track record of sales leadership and experience in the manufacturing industry.

Job Responsibilities

- Develop and implement effective global sales strategies to achieve company revenue targets.
- Lead, mentor, and manage an international sales team, fostering a culture of accountability and high performance.
- Identify and pursue new business opportunities in the Build-to-Print market worldwide.
- Establish and maintain strong relationships with key clients across different regions, acting as their primary point of contact.
- Collaborate with internal teams, including engineering, production, and customer support, to ensure client requirements are met.
- Conduct market research to identify global trends, competitor activities, and potential growth areas.

- Prepare and deliver sales presentations, proposals, and reports to senior management.
- Monitor sales metrics, analyze performance data, and adjust strategies as needed to achieve sales objectives.
- Negotiate contracts and agreements, ensuring favorable terms for both the company and clients.
- Represent the company at international industry events, trade shows, and conferences.

Job Requirements

- Proven experience as a Sales Director or similar leadership role in the manufacturing industry.
- In-depth knowledge of Build-to-Print processes and custom manufacturing.
- Strong understanding of global market dynamics and customer requirements.
- Excellent communication, negotiation, and presentation skills.
- Demonstrated ability to develop and maintain long-term client relationships.
- 10+ years of experience in Technical Sales, preferably in the Equipment Market.
- Ability to work on a small team and independently.
- Strong time management, organizational skills, and self-motivation.
- Effective written and verbal communication skills.
- Compliance with company policies and safety regulations is a must.
- Ability to travel up to 50% of the time.

Benefits

- Opportunities for professional development and career growth.
- Medical
- Dental
- Insurance
- Traveling Allowance
- 1-month contractual bonus

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description