



PR/158474 | Project Sales Executive (Automotive)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1516109

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 16:00

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

Our client is the well established international trading company in Japan. Their business **involves in Import, Export and Domestic business** with diverse range of products such as automotive and non-automotive plastics and chemical, machinery, metal and etc. Currently, they want to hire someone to be **Project Sales Executive (Automotive)**. This role will need to focus on sales and project management, selling production automotive machinery, spare parts and after-sales services mainly to the automotive industry.

Location to work: Kuala Lumpur

Responsibilities: -

- Generate and secure inquiries for production equipment (primarily automotive industry), spare parts and after-sales services from existing clients and prospective clients
- Collaborate with domestic and international partners to prepare and submit comprehensive quotations
- Track enquiry status, revenue forecasts, and customer credit exposure
- Manage the sales management including navigate customer approval processes, monitor and follow up on customers' decision-making process and execute sales closings
- Build trust with Japanese management through industry expertise, equipment knowledge, and efficient project execution
- Identify and develop strategic partnerships with manufacturers and engineering firms

- Understand stakeholder needs, create business plans for each customer, and collaborate with global branches to execute plans
- Act as a Project Manager, fostering collaboration with authorities, suppliers and customers
- Responsible to lead procurement activities related to sourcing, purchasing and contracting materials, equipment, and services
- Create and implement procurement strategies aligned with project goals and budgets
- Identify and qualify suppliers, vendors and subcontractors capable of meeting project requirements and specifications
- Play a pivotal role in ensuring cost-effectiveness, quality, and timely delivery of goods and services; while meeting sustainability and regulatory standards
- Analyze costs structures, conduct benchmark prices, and identify opportunities for cost savings and value enhancement
- Monitor procurement expenses, track spending against budgeted allocations, and forecast future requirements
- Conduct periodic supplier evaluations and audits to ensure compliance with contractual agreements and quality standards
- Identify, assess and mitigate procurement risks, including supply chain disruptions and price fluctuations and quality issues
- Develop contingency plans and alternative sourcing strategies to minimize potential disruptions to project execution
- Stay updated on market trends, geopolitical developments and regulatory changes that may impact procurement activities
- Ensure the company complies with the related laws and regulations on machinery procuring and installation
- Undertake adhoc or any other assignment, as and when required by immediate superior and/top management

Job Requirements:

- Degree in Marketing, International Business, Supply Chain or related field
- Career interest in developing sales experience with Japanese corporations
- Enthusiasm for automobiles and strong interest in pursuing a career in the automotive sector
- Good negotiation skills and contract management expertise, in delivering cost savings and value-added solutions
- Result oriented, dynamic personality, good follow through and possess good organizational skills
- Proactive, self-motivated, positive mindset and able to work under pressure with tight deadlines
- Ability to work independently and articulate own ideas with superiors professionally
- Good communication, interpersonal with the ability to collaborate effectively across functional teams and stakeholders
- Good written and verbal language skill in English and Bahasa Melayu; and ability to converse in Japanese or Mandarin is an added advantage
- Proficiency in computer skills including Ms Office

Company Description