



PR/158653 | Sales Executive (Construction / Building Raw Materials)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1524509

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 1st, 2025 17:00

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

A multinational company in the Manufacturing Industry that specialises in trading Electronics, Metals, Chemicals & Materials, and Mechatronics products, is looking for a **Sales Executive for Steel** materials and a **Sales Executive for Truss Deck** materials.

Job Responsibilities

- Being proactive in identifying and developing new business opportunities via effective selection and categorization of customers.
- Practice effective account planning, preparation and reporting by ensuring concise and effective update of reports as required by management.
- Demonstrate effective account management and development via Account analysis to establish a deep understanding of the customer's business and their problems/concerns and priorities
- Achieve sales and GP budgets through product demonstration with confidence and credibility to customers the technical and commercial benefits of our Client's products and their differentiation from the competition
- Undertake effective up to date market trend, information analysis of situations and data and thus providing feedback to management team to drive continuous improvement
- Play a key role in securing excellent, valid commercial contractual terms by Assessing and identifying opportunities to reduce commercial risk, and negotiating of appropriate contractual terms and conditions and obligations

- Collaborate with engineering team to keep tabs on post-sales feedback and support technical assistance to address customer concerns

Key Requirements

- Diploma or Degree in Chemical Engineering, Mechanical Engineering, or a related field
- Minimum 1-2 years' experience in selling building construction raw materials such as Steel, Truss Deck or similar products.
- Positive work attitude and strong communications skills

- Preferably experience in Project Management, or from construction background

- Willing to travel when required

Company Description