



## **Job Title:**

- Sales Manager – East Coast

## **Sales Territory:**

- Pahang, Terengganu, Kelantan

## **Main Function:**

- Selling imported high-quality products to commercial customers and -dealers (B2B). Current portfolio includes products for fire protection and for industrial machinery. Those products are used in nearly all industries, but especially in semiconductor, oil & gas, water treatment, electrical control cabinets, marine, automotive, construction, ...
- Establishing and managing a trained dealer network.

## **Reporting Line:**

- Business Development Manager – Distribution Services

## **Academic Education:**

- Minimum SPM, Technical Diploma as added advantage.

## **Work Experience:**

- Minimum 3 years of work experience in a related field of outdoor technical sales.

## **Hard Skills:**

- Competent in written and spoken English and Bahasa Melayu. Mandarin as added advantage.
- Motorbike or car driving license.
- MS office suite literacy.

### **Safe Haven Sdn Bhd**

Company Reg. Number: 202501037941 (1639350-X)

2, Jalan SS26/21,  
Taman Mayang Jaya,  
47301 Petaling Jaya,  
Selangor, Malaysia



[www.safehaven.asia](http://www.safehaven.asia)



[career@safehaven.asia](mailto:career@safehaven.asia)



## **Soft Skills:**

- Organized character.
- Sales oriented communication.
- Working independently to achieve targets.

## **Job Scope:**

- Performing market research and competitor analysis to understand the market and find potential customers.
- Promoting Safe Haven products to potential new customers and existing customers.
- Traveling within the assigned sales territory to support the sales activities.
- Participating in exhibitions where Safe Haven exhibits its products.
- Generating quotations.
- Attending internal sales team meetings and technical trainings, onsite and/or online.

## **Benefits:**

- Employment as Service Contract Worker. Monthly service invoices to-be issued to Safe Haven Sdn. Bhd.
- Direct remuneration for every onsite customer visit (customer visits with own transport).
- Direct remuneration for every appointed Safe Haven dealer.
- Percentage based commission for every product sales being made by Sales Haven Sdn. Bhd. from a customer being located in the sales territory.
- Flexible working hours with no minimum time requirement, as long as targets are met.
- Work from home to arrange for onsite customer visits.
- Independent working with minimum supervision.

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