



PR/158772 | Country Sales Manager (Industrial Automation Solutions)

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1536694

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:04

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 well-established MNC and market leader in industrial automation solutions. This role offers hybrid working arrangement and will be leading sales teams specializing in industrial automation products such as fluid and motion control products across Malaysia & Indonesia.

Key Responsibilities:

- Drive and shape sales strategies and opportunities
- Manage contract sales for key targets and competitive accounts
- Responsible to identify and perform assessment for market opportunities
- Ensure successful outcome of transactions, contracts and proposal through solution presentations and negotiations
- Hold direct leadership & management of sales team through formulation and execution of plans, also to train them

on best practices and delivery of their KPIs

- Monitor market trends and apply market intelligence with data and develop effective strategies
- Collaborate with marketing, operations and other technology team to drive business performance
- Manage customer facing activities which may involve production demonstrations and presentations
- Forge long term partnerships with business partners and customers to deliver results and tangible benefits
- Drive sales performance with strong accountability on targets and revenue through sustainable activities that create and add value for all stakeholders
- Have experience in monthly forecasting, sales reporting and annual budgeting

Job Requirements:

- Bachelor's Degree in related Engineering field
- Minimum 5 years of sales experience in B2B environment
- Clear and articulate presentation ability with excellent communication skills both oral and written
- Has solid business acumen with proven track record of successful sales achievements and solution selling stories
- Someone who is eager to thrive and excel in teams, possess big picture thinking and not afraid to explore new avenues
- With strong play to win mindset, resilient, quick to acquire knowledge and seal deals
- Experience in leading a sales team in Malaysia and Indonesia
- Good contacts and experience in solution selling to OEM, System Integrators, distributors and end users

Company Description