



PR/159011 | Sales Manager - Drive (Industrial Automation)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1539205

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 13th, 2025 10:29

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 reputable Japanese automation company specializing in factory automation systems, motion control and industrial robotics. They are now looking for **Sales Manager - Drive** to handle both sales and technical support for industrial drives.

- Location to work: Selangor

Job Responsibilities:-

- Achieve assigned sales target and profit goals
- Proactively identify new business opportunities and expand the customer base
- Implement effective sales strategies to increase customer loyalty and promote product solutions
- Handle sales inquiries and prepare quotations
- Work closely with customers to develop solutions that meet their application needs
- Conduct regular sales visits and maintain strong relationship with customers and distributors
- Organize and deliver product presentations to both new and existing clients
- Monitor outstanding payments and support collection efforts with customers and distributors

- Prepare and submit regular sales report
- Conduct market research and gather customer feedback to support business planning

Requirements:

- At least 5 years of working experience in sales and marketing of factory automation products or electrical machinery used in industrial applications
- Able to provide technical support to end users and distributors before and after sales
- Experience working with customers from industries such as HVAC, water treatment, oil & gas and general manufacturing
- Knowledge in system integration or solution-based selling would be an added advantage
- Comfortable working with channel partners, contractors and consultants
- Strong communication, presentation and interpersonal skills
- Familiar with international electrical standards such as IEC
- Willing and able to travel across different regions within Malaysia

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Company Description