



PR/159022 | Assistant Sales Manager - Automation_Drive Motion Control (Asean Region)

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1541074

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:41

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 **Assistant Sales Manager - Drive** to handle both sales and technical support for industrial drives. They are looking to expand their regional sales team in Malaysia.

Location to work: Selangor

Job Descriptions:

- Drive sales growth across Malaysia, Singapore, Bangladesh, Indonesia and Philippine
- Develop and execute sales strategies to achieve monthly, quarterly and annual targets
- Engage actively with system integrators, OEMs, distributors, consultants and end-users
- Lead pre-sales and post-sales technical support activities to ensure customer satisfaction
- Expand and strengthen the partner network in the ASEAN region
- Provide regular market intelligence on competitors activity, pricing trends and customer feedback
- Conduct regular business reviews with distributors and partners to identify new opportunities
- Collaborate with the HQ and cross-functional teams on the Country Growth Plan
- Monitor customer accounts and support in ensuring timely debt collection

Job Requirements:

- Degree or Diploma in Electrical Engineering or related field
- Minimum 5 years of experience in Sales, Marketing or Business Development in industrial automation
- Strong knowledge of drives, motion control systems and related applications
- Experience in supporting OEMs, distributors, and end-users in technical and commercial matters
- Confident presenter with good interpersonal and relationship management skills
- Self-motivated, result oriented and strategic thinker
- Willing to travel across ASEAN countries when required e.g: (Singapore, Indonesia, Thailand, Vietnam, Philippine, Bangladesh)

#LI-JACMY

#countrymalaysia

Company Description