



PR/159114 | Sales Engineering Manager

Job Information

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

1543459

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 3rd, 2025 10:50

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

Company & Job Overview

A leader in cutting-edge equipment control systems and automation innovation, specializing in developing high-performance solutions for complex industrial applications, is seeking an experienced Sales Engineering Manager to lead their team. If you are passionate about driving business growth, leading sales strategies, and building strong customer relationships, this role offers a chance to contribute to automation efficiency and technological advancement. You will oversee a team of Sales Engineers, collaborate with cross-functional teams, and deliver high-quality solutions that shape the future of industrial automation.

Key Responsibilities

- **Lead & Manage Team:** Provide guidance, support, and mentorship to Sales Engineers, fostering success in customer engagement and sales.
- **Strategic Sales Planning:** Develop and execute sales strategies aligned with company goals to drive revenue growth and market expansion.
- **Customer Relationship Management:** Build and maintain strong relationships with existing clients while identifying new business opportunities.
- **High-Level Client Engagement:** Act as a key contact for strategic discussions and inquiries to address client needs

effectively.

- **Technical Solutions Development:** Collaborate with teams to understand technical requirements and develop innovative solutions.
- **Cross-Functional Collaboration:** Work closely with product and engineering teams to ensure solutions align with customer demands.
- **Sales Performance Monitoring:** Track sales metrics and generate reports with insights for continuous improvement.

Key Requirements

- **Educational Background:** Bachelor's degree in engineering or a related field.
- **Industry Expertise:** 8-10 years of experience in sales engineering management, preferably in semiconductor manufacturing and testing.
- **Technical Sales Experience:** Proven track record in sales with a focus on technical solutions and team leadership.
- **Multilingual Communication:** Strong proficiency in English, Bahasa Malaysia, and Mandarin.
- **Willingness to Travel:** Ability to travel domestically and internationally as needed.
- **Technical Proficiency:** Experience with SolidWorks, AutoCAD, Draftsight, or other CAD software.
- **Leadership & Mentorship:** Strong leadership skills with a focus on team development and mentorship.

Company Description