



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/159144 | Sales and Service Engineer

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1548122

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 26th, 2025 04:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A leading global company specializing in the sales of high-precision machinery and advanced automation technology for the manufacturing industry worldwide. As part of its expansion into Southeast Asia, with a newly established office in Malaysia, the company is seeking a Sales Engineer to join its team in Kuala Lumpur.

JOB RESPONSIBILITIES

- Drive sales growth by expanding business volume, deepening engagement with existing accounts, and acquiring new customers in Malaysia
- Maintain strong, professional relationships with assigned accounts.
- Design and implement sales strategies, fostering long-term business relationships.

- Achieve individual sales targets in alignment with the company's overall sales objectives.
- Identify and cultivate new client opportunities and new market segments for business expansion.
- Prepare sales forecasts and analytical reports to support strategic decision-making.
- Build and maintain strong customer relationships by understanding client needs, driving market development
- Engage in customer communication, negotiation, and business facilitation, ensuring seamless project execution
- Conduct regular visits to key customers, continuously enhancing and maintaining long-term partnerships.

JOB REQUIREMENTS

- Degree in Manufacturing / Mechanical Engineering or related discipline
- Solid experience in sales or business development within the general machinery or automation in the manufacturing sector
- Mandarin proficiency will be advantageous

#LI-JACMY

#countrymalaysia

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description