

マレーシアの求人なら JAC Recruitment Malaysia

PR/159275 | Business Development Manager - Automation Solution

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548247

Industry

Electric Power, Gas, Water

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

October 29th, 2025 05:00

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 renowned manufacturer specializing in industrial process control and automation equipment, with a strong presence in semiconductor, customized manufacturing, and high-precision assembly sectors is seeking a driven and strategic Business Development Manager to support its growth initiatives and lead commercial efforts across multiple technology verticals.

Key Responsibilities:

- Drive marketing and sales for a comprehensive portfolio of semiconductor equipment in Penang, Malaysia, and international markets.
- Develop new customer segments to expand revenue streams across semiconductor, automated manufacturing, and customized equipment sectors.
- · Collaborate with technology and engineering teams to align product specifications with evolving customer needs.
- Lead sales kickoff processes to ensure smooth execution and customer satisfaction throughout the order fulfillment lifecycle.
- Cultivate and manage strong relationships with clients and strategic partners to enhance market positioning.
- Monitor industry trends and emerging technologies to align sales strategy with market demand and customer roadmaps.
- Conduct competitive benchmarking and deliver insights on product performance, market movements, and customer feedback.
- Prepare annual sales forecasts and generate regular performance reports to guide leadership decisions.

· Analyze sales results and proactively implement improvement strategies to meet KPIs and growth targets.

Key Requirements

- Bachelor's degree in Engineering or a related technical discipline (additional sales management training preferred).
- In-depth knowledge of the semiconductor industry, packaging technologies, and manufacturing processes (especially back-end operations).
- Proven track record in technical sales and marketing within the semiconductor or industrial automation sector.
- · Established network of contacts across key semiconductor packaging, assembly, and testing operations.
- Multilingual fluency and exceptional presentation and communication skills.

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