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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 1st, 2025 06:00

### 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**