



PR/159275 | Sales Engineer for Industrial Automation

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

July 8th, 2025 16:37

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 Overview

A globally recognized leader in automation technologies, is seeking a highly motivated Sales Engineer to join their Industrial Automation division. This role focuses on identifying and cultivating business opportunities, delivering customized automation solutions, and driving customer success across manufacturing and industrial sectors.

Key Responsibilities

- Identify and develop new business opportunities with clients in manufacturing and industrial segments
- Understand customer automation requirements and deliver tailored solutions using the company's full automation product suite
- Conduct technical presentations and product demonstrations to illustrate solution benefits and ROI
- Collaborate with internal engineering and product teams to develop customized proposals and system designs
- Prepare detailed quotations and sales documentation aligned with client expectations and organizational standards
- Nurture existing client relationships, offering post-sales support and exploring upselling or cross-selling opportunities
- Keep abreast of industry trends, competitor offerings, and emerging technologies to maintain a competitive edge

Key Requirements

- Diploma or Degree in Engineering (preferably Mechatronics or Electrical)
- Minimum 3 years of experience in a sales role, ideally within industrial automation or a related field
- Solid understanding of automation technologies and applications
- Strong interpersonal, communication, and presentation skills
- Experience in distribution sales is an advantage
- Familiarity with current industry trends and customer behavior in automation markets

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description