

マレーシアの求人なら JAC Recruitment Malaysia

PR/159298 | Territory Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548295

Industry

Other (Manufacturing)

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 globally recognized leader in advanced material solutions is seeking a dynamic Territory Sales Manager to drive business growth across Malaysia. With a strong foothold in the electronics, automotive, aerospace, and industrial sectors, the company delivers innovative product solutions tailored for top-tier clients.

In this pivotal role, the Territory Sales Manager will be responsible for expanding market share, developing strategic customer relationships, and executing design-in initiatives with OEM partners—both directly and through distribution networks.

Key Responsibilities

- Expand revenue and market share across Malaysia by targeting strategic accounts and leading new customer acquisition.
- Work directly with OEMs or through distribution networks to secure design-in wins and ensure product specification in customer designs.
- Partner with international teams to secure transferred projects, uncover share gain opportunities, and align divisional strategies.
- Cultivate long-term connections with OEM, ODM, EMS customers, engineering firms, and distributors, engaging at multiple organizational levels.
- Use strong business acumen to prioritize opportunities, negotiate effectively, monitor market trends, and provide timely sales and market reports to management.

• Stay current with product innovations, competitive offerings, and customer needs to support solution-driven sales engagements and response plans.

Key Requirements

- Proven experience in B2B sales, ideally in electronic materials or industrial components
- Strong knowledge of Malaysia.
- Track record of successful design-in and specification wins with major OEMs
- Exceptional interpersonal and negotiation skills across multiple stakeholder levels
- Comfortable working in a cross-functional, global team environment
- Strong analytical skills with ability to prioritize high-impact opportunities

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