



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

August 6th, 2025 11:01

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 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

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Company Description