



PR/159301 | Technical Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1551945

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 12th, 2025 05:00

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 leading engineering solution provider in ASEAN is seeking a driven and experienced Technical Sales Manager to spearhead growth initiatives and capture new business opportunities in the RF cable assemblies and Power Amplifiers market.

Key Responsibilities

- Identify and align customer needs with the company's full range of technical products and services
- Develop new business opportunities based on market dynamics, customer segmentation, and regulatory trends
- Create and implement effective sales strategies with the aim of exceeding revenue targets
- Promote offerings across Malaysia and the wider ASEAN region
- Deliver market insights to support product development initiatives
- Foster and maintain strong relationships with both suppliers and customers

Key Requirements

- Bachelor's Degree in Electronics Engineering or a related technical discipline
- 5–7 years of sales experience in RF and/or semiconductor sectors
- Exposure to EMS, manufacturing, institutional, broadcasting, or telecommunications industries is highly desirable
- Familiarity with SAP and CRM systems such as HubSpot is an advantage
- Experience with Business Intelligence tools like Power BI is a plus

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Company Description