



PR/159336 | Sales Manager

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1551966

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 15th, 2025 10:21

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 company in the advanced manufacturing industry is seeking a Sales Manager to drive business growth and manage key customer relationships. This role involves coordinating with engineering and sourcing teams to respond to RFQs, supporting new product introductions, and executing strategic sales initiatives. The Sales Manager will play a critical role in expanding market presence, ensuring customer satisfaction, and contributing to overall revenue targets.

Key Responsibilities:

- Coordinate with engineering and sourcing teams to secure accurate and timely quotations in response to customer RFQs.
- Maintain and update the RFQ database, ensuring data accuracy and accessibility.
- Develop and implement strategic sales plans aligned with market trends and customer needs.
- Facilitate technical discussions during product introduction phases, collaborating with internal engineering and operations teams.
- Support project management for key accounts, including timeline coordination, progress tracking, and internal communication.
- Prepare project reports and customer-facing presentations; assist with plant visits and technical reviews.

- Build and nurture strong relationships with key customers to ensure satisfaction and foster long-term partnerships.
- Analyze market trends, customer feedback, and competitor activities to inform sales strategies.
- Provide regular updates to senior management on sales performance and market conditions.
- Collaborate with internal teams to address customer needs and resolve issues effectively.

Key Requirements

- Bachelor's degree in Engineering or a related technical field.
- Minimum 3 years of experience in technical sales or the metal manufacturing industry.
- Experience handling RFQs and supporting New Product Introductions (NPI).
- Strong communication and relationship management skills.
- Skilled in project coordination and cross-functional collaboration.
- Familiarity with metal machining and fabrication processes.
- Good understanding of the semiconductor supply chain.
- Proficient in English with strong presentation skills.
- Results-driven, organized, and proactive in managing multiple priorities under pressure.
- Mandarin proficiency is a plus.

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Company Description