



PR/159418 | Sales Manager – MES Solutions

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1554718

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 9th, 2025 09:01

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 global leader in advanced Manufacturing Execution Systems (MES), delivering cutting-edge digital solutions to high-tech, discrete manufacturing industries. With a strong presence across Europe, Asia, and the Americas, the mission is to empower manufacturers to achieve operational excellence through intelligent, agile, and integrated MES platforms.

To support continued growth, a high-performing and experienced Sales Manager is sought to drive MES solution sales across Malaysia and the surrounding region. This opportunity is ideal for a results-oriented professional with a strong background in B2B software sales—particularly MES—and a proven track record in solution-based selling to mid- to large-scale industrial clients.

Key Responsibilities:

- Own and exceed annual sales targets within the assigned territory
- Develop and execute strategic sales plans to drive MES adoption
- Build and nurture relationships with technical, operational, and executive stakeholders
- Deliver compelling product demonstrations, proposals, and commercial negotiations
- Collaborate cross-functionally with Presales, Marketing, Business Development, and Delivery teams
- Stay abreast of industry trends and challenges, especially in high-tech sectors such as semiconductors and

electronics

- Provide accurate sales forecasts, monitor performance, and recommend corrective actions
- Represent the company at trade shows, customer meetings, and industry events
- Operate independently while aligning with global sales strategy

Key Requirements:

- Bachelor's degree in engineering, Industrial Management, Business, or related technical field
- Minimum 5 years of enterprise software sales experience, preferably in MES or manufacturing solutions
- Proven success in solution-based selling to discrete manufacturing clients
- Strong ability to manage full sales cycles from lead generation to closure
- Skilled in articulating MES value propositions and differentiating from competitors
- Excellent communication, negotiation, and presentation skills
- Proficiency in CRM tools and Microsoft Office
- Self-motivated, results-driven, and capable of working independently
- Fluent in English; Mandarin proficiency is a plus
- Willingness to travel regionally as needed

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