

マレーシアの求人なら JAC Recruitment Malaysia

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

November 4th, 2025 17:00

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 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

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