



## PR/159450 | Sales Manager – Electronics & Automotive Solutions

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1554741

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

September 23rd, 2025 05:00

### 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 innovative electronic components and solutions, this organization is renowned for its cutting-edge technologies in sensors, IoT devices, and automotive systems, serving Tier-1 clients across the industrial and automotive sectors. As part of its continued growth, the company is seeking a dynamic and results-driven Sales Manager to lead a high-performing B2B sales team. This pivotal role will focus on driving revenue across electronic components, sensors, and automotive products, while coordinating cross-border operations with Japan headquarters, the Malaysia plant, and international affiliates. The ideal candidate will bring strategic sales expertise, strong customer engagement skills, and a global mindset to thrive in a fast-paced, cross-functional environment.

**Key Responsibilities:**

- Lead and manage a small sales team comprising Sales Executives and Customer Service Operations.
- Liaise with Japan HQ, Malaysia plant, and international affiliates on sales and customer-related matters.
- Drive sales and marketing initiatives with existing clients and develop new markets and customer segments.
- Conduct client meetings virtually and in-person to present and demonstrate product offerings.
- Prepare bi-weekly sales forecasts and contribute to the annual sales budget.
- Represent the company at trade exhibitions, industry conferences, and networking events.
- Monitor and review sales KPIs to ensure performance targets are met.
- Negotiate contracts and commercial packages with clients and partners.

**Key Requirements:**

- Minimum 3 years of experience managing a sales and customer service team.
- Proven expertise in electronic industrial sales, automotive Tier-1 client engagement, and new product/market development.
- Strong interpersonal and communication skills with a global mindset.
- Ability to thrive in a fast-paced, cross-functional environment.

**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**