



## PR/159751 | Strategic Sales Manager – HVAC & Building Automation Solutions

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1564268

**Industry**

Electric Power, Gas, Water

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 30th, 2025 14:00

### 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

**Location:** Taman Desa, KL

**Industry:** Building Automation, HVAC Systems, Data Center Infrastructure

**Employment Type:** Permanent

**Reports To:** Sales Director / Country Manager

We are seeking a dynamic and well-connected **Strategic Sales Manager** to expand our footprint in the **HVAC and building automation market**, with a focus on **property owners** and **data center developers** in Klang Valley. This role is ideal for a sales professional with deep technical knowledge in air conditioning systems and a strong network in commercial and mission-critical infrastructure.

**Key Responsibilities:**

- Drive sales of **HVAC controls, building automation systems, and energy conservation solutions** to commercial buildings and data centers
- Identify and engage key stakeholders including property developers, facility managers, and data center operators
- Promote solutions such as **building automation systems, smart thermostats, sensors, and control valves**
- Collaborate with engineering teams to develop customized proposals and technical solutions
- Lead tendering, contract negotiation, and project acquisition
- Maintain and grow strategic client relationships
- Monitor market trends and competitor activities to identify new opportunities
- Represent the company at industry events, exhibitions, and networking sessions

**Requirements:**

Experience & Network

- Minimum 8 years of sales experience in HVAC, building automation, or M&E services
- Strong network with **property owners, real estate developers, and data center project owners** in Klang Valley

Technical Knowledge

- In-depth understanding of HVAC systems, chilled water systems, VRF, and energy-efficient technologies
- Familiarity with data center cooling standards and building automation protocols

Skills

- Excellent communication, negotiation, and presentation skills
- Strategic thinking and ability to manage complex sales cycles
- Proficiency in CRM tools and Microsoft Office Suite

Education

- Diploma or Degree in Mechanical Engineering, Building Services, or related field

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Company Description