



PR/159799 | Technical Sales Manager (Industrial Software_ Power Plant)

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1565989

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 10th, 2026 15:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are looking for an experienced Technical Sales Manager (Industrial Software_ Power Plant) to drive growth by promoting industrial real-time performance monitoring and equipment condition monitoring and diagnostics (M&D) across the Asia-Pacific region.

Job Responsibilities:

- Develop an effective understanding of the EtaPro product and service offerings.
- Drive business growth and achieve annual sales targets in APAC
- Build and manage a qualified sales pipeline and key customer accounts
- Engage plant management, engineering, reliability & maintenance teams
- Understand customer operational challenges and present tailored solutions
- Prepare proposals, commercial offers and ROI driven business cases

- Lead product demo, technical discussions and contract negotiations
- Collaborate with global technical teams to support delivery and adoption
- Conduct market & competitor research to support strategy and positioning

Requirements:

- Bachelor Degree in Engineering/ Science/ Business (Master degree is a plus)
- Minimum 7 years of working experience with at least 5 years of complex engineered product and service solutions sales preferably in M&D, APM or industrial automation sectors. Background in plant operation & maintenance and or analytical software sales is a plus
- Strong consultative selling and execute level communication skills
- Able to translate technical capabilities into business value
- Strong driven, strategic and comfortable doing sales

#LI-JACMY

#countrymalaysia

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Company Description