



## 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