



PR/160073 | Project Manager (sales & project management)

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1574865

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 10:55

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Responsibilities:**Sales & Business Development**

- Sell robotic and automation systems to customers in industries like automotive, electronics, pharma, logistics, and renewable energy
- Meet customers, present solutions, conduct site visits, and prepare proposals
- Work with engineers to turn customer requirements into automation solutions
- Prepare quotations, costing, and ROI justifications
- Manage sales pipeline and achieve sales targets
- Attend exhibitions, trade shows, and product demos

Project Management

- Plan project scope, schedules, and resources
Lead engineering teams (mechanical, electrical, software, robotics)
- Ensure projects are delivered on time, within budget, and meet quality standards

- Handle FAT, SAT, installation, commissioning, and after-sales support
- Manage technical issues, risks, and design reviews

Customer Management

- Act as the main contact for customers during sales and project execution
- Conduct meetings, progress updates, and presentations
- Manage changes, customer expectations, and resolve issues
- Provide strong post-sales support to ensure customer satisfaction

Supplier & Cost Coordination

- Work with suppliers and subcontractors for robots and automation components
- Monitor delivery schedules, costs, and supplier performance
- Documentation & Financial Control
- Prepare proposals, timelines, reports, and cost summaries
- Monitor project budgets, commercial terms, and cash flow
- Ensure proper documentation from sales to final project handover

Job Requirements:

- Degree in Mechanical, Electrical, Automation, Mechatronics, or related engineering field
- More than 3 years' experience in automation, robotics, sales, or project management
- Experience selling automation systems, machinery, or industrial equipment
- Knowledge of industrial robots (Fanuc, KUKA, Yaskawa, UR, etc.)
- Understanding of PLC, HMI, machine vision, sensors, and automation systems
- Strong communication, presentation, and negotiation skills
- Able to manage multiple projects and travel when required

#LI-JACMY

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description