



## 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**

March 10th, 2026 05:00

### 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

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### Company Description