



PR/160263 | Business Development Manager – Semiconductor & Industrial Automation

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1582492

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 14:00

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

Company Overview

A renowned manufacturer specializing in industrial process control and automation equipment, with a strong presence in semiconductor, customized manufacturing, and high-precision assembly sectors is seeking a driven and strategic Business Development Manager to support its growth initiatives and lead commercial efforts across multiple technology verticals.

Key Responsibilities:

- Drive marketing and sales for a comprehensive portfolio of semiconductor equipment in Penang, Malaysia, and international markets.
- Develop new customer segments to expand revenue streams across semiconductor, automated manufacturing, and customized equipment sectors.
- Collaborate with technology and engineering teams to align product specifications with evolving customer needs.
- Lead sales kickoff processes to ensure smooth execution and customer satisfaction throughout the order fulfillment

lifecycle.

- Cultivate and manage strong relationships with clients and strategic partners to enhance market positioning.
- Monitor industry trends and emerging technologies to align sales strategy with market demand and customer roadmaps.
- Conduct competitive benchmarking and deliver insights on product performance, market movements, and customer feedback.
- Prepare annual sales forecasts and generate regular performance reports to guide leadership decisions.
- Analyze sales results and proactively implement improvement strategies to meet KPIs and growth targets.

Key Requirements

- Bachelor's degree in Engineering or a related technical discipline (additional sales management training preferred). In-depth knowledge of the semiconductor industry, packaging technologies, and manufacturing processes (especially back-end operations).
- Proven track record in technical sales and marketing within the semiconductor or industrial automation sector.
- Established network of contacts across key semiconductor packaging, assembly, and testing operations.
- Multilingual fluency and exceptional presentation and communication skills.

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Company Description