



PR/160328 | Assistant Sales Manager – HVAC for IT Cooling (Malaysia)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1584362

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 10:26

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 leading provider of energy efficient HVAC solutions is seeking a **Assistant Sales Manager - IT Cooling** to join the team. This role involves driving HVAC sales growth in domestic markets by building strong customer relationships, identifying market opportunities, managing the full sales cycle, and delivering tailored solutions to meet client needs.

JOB RESPONSIBILITIES

- Identify and develop new business opportunities in the data center and IT cooling market in Malaysia.
- Build and maintain strong relationships with end users, consultants, and contractors.
- Prepare technical proposals, quotations, and tenders, ensuring compliance and accuracy.
- Manage the sales pipeline, attend project meetings, and conduct technical presentations independently.
- Coordinate with the factory and internal teams on technical matters and provide market and competitor insights.

JOB REQUIREMENTS

- Degree in Mechanical, Electrical, or Chemical Engineering.
- 3–5 years of sales experience in a technical or engineering-related field.
- Background or exposure to HVAC, cooling systems, or IT cooling is preferred.
- Strong communication skills; presentable, outgoing, and confident in presentations.

#LI-JACMY

#countrymalaysia

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Company Description