



## PR/160726 | Technical Sales Engineer (Factory Automation Solutions)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1599408

**Industry**

Industrial Facilities

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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

The Technical Sales Engineer role is an opportunity to join a fast-growing organization specializing in industrial components and factory automation solutions. This position offers exposure to advanced manufacturing environments, where you will play a critical role in supporting business growth by combining technical expertise with customer engagement and solution delivery.

### Responsibilities

- Identify and develop new business opportunities while maintaining strong relationships with existing customers.
- Provide technical consultation and recommendations based on customer requirements and enquiries.
- Monitor industry trends and market developments to implement effective strategies and solutions.
- Prepare and deliver regular reports including sales performance and technical updates.
- Collaborate with internal teams to ensure smooth order processing, delivery, and customer satisfaction.

- Participate in exhibitions, product showcases, and other marketing initiatives.

### Requirements

- Diploma or Degree in Mechatronics, Mechanical Engineering, Precision Engineering, or related disciplines.
- Candidates without a relevant degree must demonstrate equivalent industry experience.
- Minimum 3–5 years of experience in industrial or B2B environments (experience level may be adjusted based on role seniority).
- Strong technical knowledge with the ability to translate customer needs into practical solutions.
- Proficient in English and Bahasa Malaysia; Mandarin is an added advantage.
- Excellent communication, negotiation, and interpersonal skills.
- Self-driven, results-oriented, and capable of working independently as well as in a team.
- Good analytical and reporting skills, including proficiency in Microsoft Excel (e.g., VLOOKUP, Pivot Tables).
- Willingness to travel as required.

### About the Company

Our client is a leading global supplier of standard components for manufacturing industries, specializing in factory automation and precision engineering solutions. With a strong presence across Southeast Asia, the company is recognized for its extensive product range, fast delivery capabilities, high quality, and cost efficiency. Driven by innovation and a commitment to enabling efficient supply chain strategies, the organization continues to expand rapidly and offers excellent career growth opportunities for dynamic professionals.

**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.

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