

PR/160747 | SENIOR SALES ENGINEER (FACTORY AUTOMATION SOLUTIONS) - BASED IN JOHOR

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1600316

Industry
Industrial Facilities

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 16:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

COMPANY OVERVIEW
Our Client Company is a well-established global manufacturer and distributor of factory automation system components, supplying to wide range of manufacturing and engineering industries. 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.

JOB RESPONSIBILITIES

- Drive new business development within factory automation and production system accounts, focusing on components used in automated machinery and equipment integration
- Monitor market trends and developments to support effective sales strategies and identify opportunities
- Build and maintain strong relationships with engineers, purchasing teams, and technical stakeholders to expand

solution adoption across customer operations

- Identify customer requirements in automation applications and recommend suitable components
- Provide technical consultation and product recommendations based on customer inquiries as well as required automation enhancements
- Collaborate with internal teams to ensure timely delivery, order accuracy, and effective follow-up on quotations and projects
- Participate in technical exhibitions, customer visits, and market surveys to promote products and gather insights on automation needs

JOB REQUIREMENTS

- Bachelor's Degree / Diploma in Engineering, Automation, Manufacturing Technology or equivalent
- Minimum 5 years' experience in **technical sales (B2B)** roles, sales exposure related to **factory automation solutions** would be a plus
- Strong technical knowledge on automation systems / components
- Excellent communication and negotiation skills
- Good reporting skills and knowledgeable in utilizing MS Excel & formula functions.

Interested candidates are welcomed to apply online.

#LI-JACMY
#statejohor

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Company Description