



## PR/160750 | Sales Executive (mechatronics)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1600319

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 30th, 2026 10:41

### General Requirements

**Minimum Experience Level**

Over 1 year

**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 global trading and sourcing company that supports manufacturing industries is looking for **Sales Executive** for their mechatronics division.

The role focuses on actively developing new customers and building strong relationships with clients and system integrators across Malaysia and Japanese companies. This role will be based in Kuala Lumpur.

**JOB RESPONSIBILITIES**

- Develop new business opportunities (100% hunting role) by identifying and approaching potential customers, including Japanese and Malaysian companies
- Promote and sell mechatronics and factory automation products and solutions
- Conduct regular client visits to build, maintain, and deepen relationships
- Collaborate with suppliers and partners from Japan, China, and Malaysia (System Integrators)

- Understand client needs and provide suitable technical solutions
- Prepare quotations, proposals, and follow through on sales activities
- Stay updated on industry trends, competitors, and market opportunities

#### REQUIREMENTS

- Minimum 1–2 years of experience in the Factory Automation industry
- Background in Mechanical Engineering or related field
- Experience in technical sales or B2B sales will be an advantage
- Strong communication and relationship-building skills
- Ability to work independently and achieve sales targets
- Good problem-solving and negotiation skills

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#countrymalaysia

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Company Description