



PR/160761 | Technical Solutions Consultant (Engineering & Automation)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1600879

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 03:00

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

We are a global leader in industrial automation and sensing technology, serving manufacturers across a wide range of industries. Our innovative solutions help businesses improve productivity, quality assurance, process efficiency, and research capabilities through cutting-edge inspection, measurement, and automation technologies. With a strong presence worldwide and a culture built on innovation, professionalism, and continuous learning, we provide exceptional career growth opportunities for ambitious individuals looking to build a successful career in technical consulting and solution sales.

Key Responsibilities

- Provide consultative solutions to manufacturing customers in Quality Assurance, Quality Control, Production Engineering, and R&D environments.
- Manage the full sales cycle, from prospecting and qualification to proposal presentation, negotiation, and closing.
- Conduct outbound customer engagement and pre-qualification activities via phone and other communication channels.

- Visit customer sites to understand operational challenges and deliver product demonstrations.
- Perform application testing and recommend tailored solutions that address customers' technical requirements.
- Develop and manage business opportunities within an assigned territory while achieving sales targets.
- Continuously enhance sales performance and technical expertise through training, teamwork, and product knowledge development.

Key Requirements

- Bachelor's Degree, Postgraduate Diploma, or Professional Degree in any discipline; Engineering-related fields are preferred.
- Fresh graduates and candidates with up to 2 years of working experience are encouraged to apply.
- Proficient in English and Bahasa Malaysia; Mandarin proficiency is highly preferred to support Mandarin-speaking customers.
- Possess a valid driving license and own transportation for customer visits.
- Able to work onsite at the Bayan Lepas, Penang office and travel regularly within Malaysia.
- Strong communication, interpersonal, and presentation skills with a willingness to learn and grow.
- Immediate availability or short notice candidates will have an added advantage.

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

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Company Description