



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160818 | Assistant / Sales Manager (Building Automation System - BAS)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1603069

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 21st, 2026 11:05

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a well-established Japanese multinational company with a strong global presence in Building Automation System (BAS), HVAC control systems, energy management and smart building solution across various industries, including commercial building, manufacturing facilities, data center and infrastructure projects. As part of their expansion, they are now looking for experienced Assistant Manager / Sales Manager to drive business growth, develop new customer relationships and lead sales team in delivering innovative automation solutions.

Key Responsibilities: -

- Lead and manage the Sales Division daily operations.
- Develop sales and marketing strategies to achieve business targets
- Identify new business opportunities and maintain strong customer relationships
- Prepare quotations, tenders and sales proposals
- Monitor market trends and competitor activities

- Lead, coach and develop the sales team
- Prepare monthly sales reports and attend management meetings
- Coordinate with Finance on payment collections and project reporting
- Handle customer complaints and provide after sales support
- Work closely with Engineering on project coordination and technical solutions
- Ensure compliance with company policies
- Perform other duties assigned by management

Requirements

- Diploma/ Degree in Mechanical, Electrical & Electronics Engineering or equivalent
- Minimum 10 years of sales experience in Building Automation Systems (BAS), HVAC or related industries
- Strong business development and sales management skills
- Good communication in English and Bahasa Malaysia (Japanese is an added advantage)
- Proficient in Microsoft Office
- Strong leadership, communication and problem-solving skills
- Willing to travel and possess own transport with a valid driving license

#LI-JACMY

#Countrymalaysia

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Company Description