



PR/160832 | Sales Leader / Expert (Japanese speaking)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1603080

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 02:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A leading manufacturer and distributor of standard components of Press Die, Plastic Mold and Factory Automation product is looking for talented and dynamic professionals to join for the following position.

Factory Automation & VONA (FAV) Businesses develop and supply standard components for automated machinery used in rationalized and labour-saving production systems, including factory automation equipment. We also supply connection harnesses, cables, connectors, and terminal blocks used to connect various types of FA equipment. We also develop and supply breakers, switching power supplies, switches and other control device parts, PC bodies and peripheral components suited to FA and industrial applications.

The candidate will report to the Factory Automation & VONA Division and will primarily be involved in the following activities.

Responsibilities:

- Secure new business and constant follow up with existing customers to increase sales.
- Keep abreast of market trends and developments in order to execute effective sales strategies.
- Provide technical advice related to product enquiries.
- Prepare and submit regular sales reports and ad-hoc reports.
- Liaise with other departments to expedite orders and collections whenever necessary.
- Participate in marketing events such as surveys, exhibitions and road shows.

Location:

Johor or Penang Office

Requirements:

- Degree, in Mechatronics / Mechanical / Precision Engineering preferred
- In the absence of relevant degree, relevant industry experience is required.
- Able to speak & write in English and Bahasa Malaysia (Mandarin-speaking candidates are welcome to apply)
- Minimum 3-5 years of relevant experience in B2B industrial sales.
- Established track records and customer base.
- Focused and target driven
- Information-gathering and reporting skills.
- Possess high energy and able to work in a fast-paced environment
- Good communication, negotiation and time management skills
- Able to work independently and a good team player
- Advanced MS Excel skills with using basic formula e.g., V-lookup, Pivot table and Power Point
- Possess own transport
- Bright, Positive, Proactive, and willing to embrace new challenges
- Demonstrated experience leading and coaching a sales team (For Sales Leader).

Preferrable:

- Experience in selling products for the semiconductor industry.
- Experience in sales of Factory Automation (FA) products (Leader)
- Technical sales experience in Factory Automation (FA) or industrial automation products
- Experience working in Japanese or foreign-affiliated company.
- Experience in selling products for the semiconductor/E&E (Electrical and Electronics) industry.

#LI-JACMY

#Countrymalaysia

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Company Description