



## PR/160866 | Field Product Specialist (Power Tool Accessories)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1604931

**Industry**

Industrial Facilities

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

August 25th, 2026 13:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**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 looking for a hands-on **Product Specialist** to drive the sales and awareness of Power Tool Accessories. You will be the product expert who supports our client sales team, trains dealers, and works directly with customers on site. This role is 60% field work and 40% office work. Perfect for someone who enjoys talking to people, doing demos and solving technical problems.

### Job Responsibilities: -

- Work closely with the Business Development team to support Accessories proposal activities at customer sites
- Conduct on site demonstrations and clearly explain the usage, features and benefits of Accessories
- Gather customer feedback and analyze market needs such as pricing, features and specifications
- Identify operational challenges at job sites and propose Accessories based solutions

- Collaborate with the Sales team to promote Accessories to dealers. Independent visits may be required when needed
- Conduct Accessories product training for dealer staff to strengthen product knowledge and sales capability
- Explain Accessories features and applications to deepen understanding
- Monitor Accessories features and applications to deepen understanding
- Monitor Accessories display conditions in stores and recommend improvements
- Customize proposals based on each dealer needs, such as volume-based recommendations for high demand items
- Plan and implement Accessories promotions based on market research and seasonal trends
- Increase brand visibility through seminars, exhibitions and roadshows
- Analyze promotion effectiveness and reflect insights in future strategies
- Conduct internal and external Accessories training to enhance product understanding among Sales staff and dealer personnel
- Develop success stories and demo materials and demo materials to improve understanding and identify new opportunities
- Set and review KPIs such as Accessories sales growth, training session conducted and adoption rate
- Measure promotion impact and market share growth and share best practices internally
- Develop category-based Accessories packages such as for woodworking, metal processing and concrete applications
- Analyze site visit data to expand high demand Accessories product lines
- Perform any ad hoc assignments as directed by the immediate superior

#### **Job Requirements:**

- Candidate must possess a minimum Diploma in any related field
- Good computer literacy with proficiency in Microsoft Word and Excel, as well as experience in administrative and analytical tasks
- Willing to travel as required for business purposes
- Strong communication and presentation skills
- Analytical mindset with the ability to develop tailored solutions
- Experience in the power tools industry, with sound knowledge of power tool accessories
- Experience in sales, dealer visits, product training or the promotion of technical products
- Required language: English, Bahasa Malaysia and Chinese (Added Advantage)

#LI-JACMY

#Countrymalaysia

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#### **Company Description**