



PR/160972 | Technical Sales Engineer (Industrial Machinery & Automation)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1609972

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 15th, 2026 04:00

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

Company Overview

A leading Japanese trading and engineering solutions provider is seeking a Technical Sales Engineer to join its growing team in Bayan Lepas, Penang. The company specializes in supplying industrial machinery, automation equipment, electronic components, and engineering solutions to customers across the semiconductor, electronics, and manufacturing sectors.

Key Responsibilities

- Develop and maintain strong relationships with existing customers and key stakeholders.
- Identify and secure new business opportunities and project-based sales.
- Provide technical consultation, product recommendations, and application support to customers.

- Conduct product presentations and technical demonstrations.
- Handle quotations, orders, and project follow-ups through delivery and implementation.
- Collaborate closely with engineering, product, and sales teams across Japan, Singapore, and Thailand.
- Coordinate maintenance and after-sales support activities when required.
- Monitor customer requirements, market trends, and competitor activities to identify growth opportunities.
- Ensure high levels of customer satisfaction through timely and professional support.

Requirements

- Bachelor's Degree in Engineering or a related technical discipline.
- Minimum 1 year of experience in Technical Sales, Sales Engineering, Application Engineering, or a related role.
- Experience in semiconductor, automation, industrial equipment, machinery, or electronics industries is preferred.
- Strong presentation, communication, and interpersonal skills.
- Ability to explain technical concepts and solutions to customers.
- Customer-oriented with a proactive and positive attitude.
- Knowledge of mechanical engineering, automation, or software-related products is an advantage.
- Ability to work independently and manage multiple customer accounts.
- Japanese language proficiency is an added advantage.
- Willing to travel within Malaysia and overseas when required.

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.

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Company Description