

PR/090142 | Sales, BDM - EV, ESS & Power Solutions

Job Information

Recruiter
JAC Recruitment Korea

Job ID
1611285

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Korea, South

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 08:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Sales, Business Development Manager - EV, ESS & Power Solutions

???? Location:

???? Position Overview

A global technology company specializing in electronic Test & Measurement and Power Solutions is seeking a highly motivated Senior Technical Sales / Business Development Manager to accelerate business growth across Korea.

This newly created strategic position will focus on developing new customers, new applications, and new business opportunities within:

- Electric Vehicle (EV)
- Battery & Energy Storage Systems (ESS)
- AI Infrastructure & Data Centers

- Power Electronics, Semiconductor & Advanced Manufacturing

Looking for a hands-on business developer who is passionate about technology, understands power-related applications, and enjoys creating new business opportunities from the ground up.

Key Responsibilities

New Business Development

- Develop new customers and new market opportunities
- Expand presence within EV, Battery, ESS, AI Infrastructure and Power industries
- Identify emerging applications and growth markets
- Generate sustainable revenue through strategic account development

Channel & Partner Development

- Develop and manage distributors and channel partners
- Strengthen partner relationships and market reach
- Support channel growth strategies and business expansion

Technical Solution Sales

- Understand customer applications and technical requirements
- Present power-related solutions and Test & Measurement technologies
- Collaborate closely with Application Engineers and Technical Teams
- Provide consultative solution selling to customers

Market Development

- Analyze competitors, market trends and customer needs
- Develop growth strategies for priority industries
- Support long-term business expansion initiatives

Key Requirements

- Degree in Electrical Engineering, Electronics Engineering, Energy Engineering or related field preferred
- Proven track record in new customer acquisition
- Strong hunting mentality
- Experience developing new markets and applications
- Ability to create opportunities rather than simply manage existing accounts
- Sales : B2B Technical Sales experience
- Channel Management : Distributor and Channel Management experience
- Existing network within Korean industry preferred
- Able to communicate technical concepts confidently, understand customer applications and requirements
- Experience with power, energy, electronics, battery, or industrial technologies
- English: Business level (Chinese: Advantageous)

Preferred Background

We are particularly interested in candidates with experience in:

- EV Industry, Battery Manufacturing, ESS (Energy Storage Systems)
- Power Electronics, High Power Supply and Electronic Load Systems
- Battery Testing Solutions, DC Power Solutions
- AI Infrastructure / Data Center Power Systems
- Spectrum Analyzer Solutions
- Test & Measurement Equipment, Semiconductor Equipment
- Industrial Electronics, Electronic Components and Automation Solutions

Contact

Jason Lee - Associate Director, JAC Recruitment Korea

02-2183-0514

Jason.lee@jac-recruitment.com

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Company Description