

PR/161041 | Assistant Sales Manager, Modernization - Elevator

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1611303

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 20th, 2026 10:00

General Requirements

Minimum Experience Level
Over 6 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

COMPANY OVERVIEW

leading provider of elevator, escalator, and urban mobility solutions is seeking an **Assistant Sales MOD Manager** to support and drive the growth of its Modernization (MOD) business. This role will be responsible for supporting sales strategy execution, managing key customer and consultant relationships, identifying modernization opportunities, driving sales performance, overseeing project pipelines, and ensuring adherence to commercial and sales excellence processes. The successful candidate will play a key role in expanding market presence, strengthening customer partnerships, supporting revenue growth, and collaborating with cross-functional teams to deliver business objectives. Experience within the elevator, escalator, building systems, engineering, construction, facilities management, or technical services industry is highly preferred.

JOB RESPONSIBILITIES

Sales & Business Development

Support the MOD Sales Manager in achieving annual sales and order booking targets.

Identify modernization opportunities within existing Schindler and non-Schindler portfolios.

Prepare quotations, proposals, tender submissions, and commercial offers.

Attend customer meetings, tender interviews, negotiations, and presentations.

Develop and maintain relationships with building owners, property managers, consultants, architects, and developers.

Monitor project pipelines and provide accurate sales forecasts.

Actively follow up on tender status and sales opportunities

Customer Relationship Management

Maintain effective communication with customers throughout the sales cycle.

Understand customer modernization needs and provide suitable solutions.

Resolve customer concerns and coordinate support with internal stakeholders.

Build long-term relationships with key accounts and decision makers.

Team Support & Leadership

Assist the MOD Sales Manager in coaching and developing Sales Engineers.

Support sales planning, account reviews, and opportunity management.

Coordinate with Operations, Engineering, and Service teams to ensure smooth project execution.

Promote teamwork and cross-functional collaboration.

Product & Technical Knowledge

Maintain strong knowledge of Schindler modernization products and services.

Conduct product presentations and technical discussions with customers and consultants.

Support technical evaluation and modernization solution proposals.

Work closely with technical teams to develop customer-focused solutions.

Commercial & Process Compliance

Ensure compliance with company commercial policies and approval procedures.

Adhere to SHAPE, SAP, and Sales Excellence processes.

Maintain proper documentation and records for all sales activities.

Support contract review and risk assessment processes.

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REQUIREMENTS & QUALIFICATIONS

- Bachelor's Degree in Engineering (Mechanical, Electrical, Mechatronics) or Business-related discipline.
- Minimum 5 years of experience in elevator/escalator sales, modernization sales, engineering sales, or related industries.

- Experience leading or mentoring a sales team.
- Knowledge of modernization, maintenance, or capital equipment sales would be an advantage.

#LI-JACMY

#countrymalaysia

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Company Description