



PR/161097 | Sales Manager- Technical Education Solutions

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1614208

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:37

General Requirements

Minimum Experience Level

Over 6 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

Company Overview

Our client is a provider of engineering and technical education solutions, specializing in the supply of training equipment, engineering software, automation systems, robotics trainers, CNC machines, automotive training systems, and IoT platforms for educational and industrial learning environments. The company works closely with universities, colleges, TVET institutions, government agencies, and industry partners to support skills development and technical education initiatives across Malaysia.

As part of its continued business growth, the company is seeking an experienced sales professional to lead its commercial activities, drive new business development, strengthen customer relationships, and support the expansion of its presence within the education, government, and technical training sectors.

Job Overview

The **Sales Manager** will be responsible for driving sales growth, expanding market presence, and leading the sales team to achieve business objectives. Reporting directly to the Sales Director, the role will focus on identifying new business opportunities, developing relationships with universities, TVET institutions, government agencies, and industry partners, while ensuring effective execution of the end-to-end sales process.

The successful candidate will play a key role in developing new customer accounts, managing strategic projects, leading a small sales team, and supporting the company's continued growth within the engineering, technical education, and industrial training solutions market.

Key Responsibilities

- Develop and execute sales strategies to achieve revenue and profitability targets.
- Identify and pursue new business opportunities within universities, colleges, TVET institutions, government agencies, and corporate sectors.
- Build and maintain strong relationships with key customers, partners, and stakeholders.
- Lead, coach, and manage a team of Sales Engineers to drive performance and business results.
- Oversee the full sales cycle, including prospecting, presentations, proposal preparation, negotiations, and closing.
- Prepare and review quotations, proposals, presentations, and tender submissions.
- Monitor sales pipelines, forecasts, project progress, and customer follow-ups.
- Work closely with technical, project, procurement, and finance teams to ensure smooth project delivery.
- Represent the company at customer meetings, exhibitions, seminars, training events, and industry networking activities.
- Provide regular sales performance updates and market intelligence to management.

Key Requirements

- Bachelor's Degree or Diploma in Business, Marketing, Engineering, Technology, or a related discipline.
- Minimum 5 years of sales, business development, or account management experience.
- Prior experience within technical sales, engineering solutions, industrial automation, educational solutions, TVET-related industries, or government projects is highly preferred.
- Proven track record in new business development and hunter sales activities.
- Experience managing or leading a sales team will be an added advantage.
- Strong presentation, communication, negotiation, and stakeholder management skills.
- Familiarity with government agencies, universities, polytechnics, TVET institutions, or tender-based projects would be beneficial.
- Ability to work independently and manage multiple sales opportunities simultaneously.
- Possess own transportation and be willing to travel within Malaysia when required.
- Excellent command of English and Bahasa Malaysia.

#LI-JACMY #countrymalaysia

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