



マレーシアの求人なら
JAC Recruitment Malaysia

PR/161135 | Technical Sales Leader (Factory Automation Solutions), Penang Office

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1614547

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:31

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

Company Overview

A leading global supplier of factory automation components, industrial automation solutions, and engineering products is seeking a Technical Sales Leader to join its growing team in Penang. The company is recognized worldwide for providing high-quality automation, motion control, mechanical components, and industrial solutions that support manufacturers in improving productivity, efficiency, and operational performance. With strong growth across Southeast Asia, the organization continues to expand its technical and commercial capabilities to better support customers within the manufacturing, semiconductor, and industrial sectors.

Key Responsibilities

- Provide technical consultation and application design support to customers.
- Support the sales team in addressing customer technical requirements and product enquiries.

- Conduct customer visits to provide on-site technical support and solution recommendations.
- Manage customer product claims and assist in technical issue resolution.
- Coordinate with regional and overseas technical teams on certifications and product-related matters.
- Organize and deliver technical seminars, workshops, and customer engagement activities.
- Prepare technical presentations and product demonstration materials for events and customer meetings.
- Support business growth by promoting automation solutions and identifying customer opportunities.

Requirements

- Degree in Mechanical Engineering, Mechatronics Engineering, Industrial Engineering, Precision Engineering, or related disciplines.
- Minimum 3 years of technical support, application engineering, field application, or technical sales experience.
- Experience within factory automation, industrial automation, manufacturing, semiconductor, or related B2B industries.
- Prior leadership or team management experience will be an advantage.
- Strong knowledge of factory automation systems, control systems, and industrial automation applications.
- Experience in mechanical design and automation projects.
- Proficiency in CAD/CAM software.
- Good working knowledge of Excel and PowerPoint.
- Strong communication, presentation, and stakeholder management skills.
- Self-driven, proactive, and customer-focused.
- Able to work independently while collaborating effectively within a team.
- Positive mindset with a strong passion for solving customer challenges.
- Possess own transportation for customer visits.
- Willing to travel within Malaysia 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