

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
November 10th, 2026 07:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

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