

PR/090156 | Korea Sales Account Manager | Machine Vision & Industrial Imaging

Job Information

Recruiter
JAC Recruitment Korea

Job ID
1616148

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Korea, South

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 13:00

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

Korea Sales Account Manager | Machine Vision & Industrial Imaging

Global Machine Vision & Industrial Imaging Company

Location: Seoul, South Korea

About the Company

A global technology company specializing in machine vision, industrial imaging, and advanced camera solutions. Its products are widely utilized across semiconductor, electronics, robotics, factory automation, medical technology, and intelligent manufacturing industries.

As part of its continued expansion in Korea, the company is seeking a commercially driven Sales Account Manager to support business growth and strengthen relationships with key customers and channel partners.

Position Summary

Sales Account Manager will be responsible for driving business development activities across the Korean market. This role will focus on acquiring new customers, managing key accounts, expanding channel partnerships, and delivering revenue growth within the machine vision and industrial imaging sector.

This position offers significant exposure to regional stakeholders and the opportunity to contribute directly to the growth strategy of the Korean market.

Key Responsibilities

Identify and develop new business opportunities in Korea

Manage and grow relationships with OEM customers, distributors, and system integrators

Execute sales strategies to achieve revenue and growth targets

Promote machine vision camera and industrial imaging solutions to existing and prospective customers

Understand customer requirements and propose appropriate technical solutions

Maintain a healthy sales pipeline and provide accurate forecasts

Conduct customer meetings, product presentations, and business reviews

Collaborate with regional sales, product management, technical support, engineering, and marketing teams

Monitor industry trends, competitor activities, and market developments

Support participation in exhibitions, industry events, and customer seminars

Key Requirements

Bachelor's Degree in Engineering, Electronics, Automation, Business, or a related field

Minimum 7 years of B2B technical sales experience

Proven experience managing OEM customers and distribution channels

Strong business development and account management capabilities

Excellent communication, presentation, and negotiation skills

Ability to work independently while collaborating effectively with regional teams

Customer-oriented mindset with strong commercial acumen

Business-level English communication skills

Willingness to travel as required

Preferred Experience

Machine Vision, Industrial Cameras and Automation Solutions

Robotics, Factory Automation and Industrial Sensors

Semiconductor Equipment, Electronics Manufacturing

Vision Systems, Technical Hardware Sales

Experience working with CRM platforms such as Salesforce will be considered an advantage.

Contact

Jason Lee - Associate Director, JAC Recruitment Korea

02-2183-0514

jason.lee@jac-recruitment.com

#MachineVision #IndustrialCamera #Automation #Robotics #Semiconductor #OEMSales #KeyAccountManagement #DistributorManagement #B2BTechnicalSales #FactoryAutomation #IndustrialImaging #BusinessDevelopment #Sales #BDM

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Company Description