

PR/161356 | Technical Sales Manager

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1623899

Industry
Electric Power, Gas, Water

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:18

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

A leading Malaysian technology company specializing in advanced solutions for the semiconductor test and automation industry is seeking an energetic and customer-focused Technical Sales Manager to drive business growth and manage strategic customer relationships across Malaysia and the Southeast Asia (SEA) region.
This role offers a unique blend of business development, project coordination, and technical account management, making it ideal for individuals with a strong engineering background and a passion for customer engagement. The successful candidate will work closely with customers, engineering teams, and manufacturing stakeholders to deliver innovative solutions and ensure the successful execution of customer projects.
Key Responsibilities

- Identify, qualify, and develop new business opportunities within Malaysia and the SEA region.
- Evaluate market potential and establish relationships with prospective customers.
- Conduct sales presentations and initiate customer engagements to promote the company's products and solutions.
- Develop new customer accounts while maintaining and strengthening existing customer relationships.

- Effectively communicate the value proposition and technical benefits of products and services.
- Manage customer projects, including project schedules, milestones, deliverables, and timelines.
- Translate customer requirements into actionable tasks for cross-functional teams.
- Monitor project progress and proactively identify, track, and resolve issues.
- Coordinate with engineering and manufacturing teams to address technical challenges and customer concerns.
- Communicate project and issue status updates to customers and internal stakeholders.
- Escalate critical issues appropriately and ensure their timely resolution.
- Provide regular project and customer status updates to management.
- Perform other duties and responsibilities as assigned by management.

Key Requirements

- Bachelor's Degree in Electrical Engineering or a related engineering discipline.
- Minimum five (5) years of relevant experience in the semiconductor equipment, Automated Test Equipment (ATE), or semiconductor test industry.
- Strong technical aptitude with proven experience working directly with customers on technical solution
- Demonstrated success in business development, account management, or technical sales.
- Excellent communication, presentation, and relationship-building skills.
- Proactive, resourceful, and highly motivated, with a strong results-oriented mindset.
- Proven ability to achieve high levels of customer satisfaction and foster long-term customer loyalty.
- Fast learner with the ability to quickly acquire and apply new technical knowledge.
- Strong project management and organizational skills.
- Team-oriented, collaborative, and willing to take ownership of outcomes.
- Experience or exposure to semiconductor testing, IC test solutions, electronics manufacturing, or related high-technology industries.
- Willingness and ability to travel within Malaysia and the SEA region as required.
- Strong problem-solving and decision-making capabilities in customer-facing environments.

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