



## PR/158533 | Sales Assistant Manager (Automation Machinery)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1540820

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年06月17日 02:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Our client is a leading global manufacturer and developer of power transmission products, with strong market positions in premium-quality chains, power transmission units and components, automotive timing chain drive systems, and factory automation systems. They are now looking for Sales Assistant Manager to lead and drive sales growth.

**Location to work:** Shah Alam, Selangor

#### Responsibilities: -

- Develop and implement effective sales strategies to achieve company's sales goals and objectives.
- Support the sales team, providing guidance, and coaching to ensure high performance and productivity.
- Set sales targets and closely monitor the team's performance against these targets, taking appropriate actions to address any gaps.
- Identify new business opportunities and develop strategic plans to expand the customer base and increase market share.
- Build and maintain strong relationships with key clients, understanding their needs, and ensuring customer satisfaction.
- Conduct market research and analysis to identify emerging trends, customer preferences, and competitive activities, providing valuable insights to the sales team.
- Collaborate with other departments, such as marketing and product development, to align sales strategies with overall

company objectives.

- Monitor and report on sales activities, performance, and market trends to senior management, providing regular updates and recommendations.
- Stay updated on industry developments and best practices, continuously enhancing knowledge and skills to maintain a competitive edge.
- Foster a positive and high-performing sales culture, promoting teamwork, collaboration, and a customer-centric approach within the sales team.

**Requirements:**

- Bachelor's degree in mechanical engineering, or a related field.
- Proven track record of success in sales, with a minimum of 3-5 years of experience in a similar senior sales executive role.
- Excellent leadership and people management skills, with the ability to motivate and inspire a sales team.
- Strong business acumen and strategic thinking, with the ability to analyse market trends and make data-driven decisions.
- Exceptional communication and negotiation skills, with the ability to build and maintain relationships with clients at various levels.
- Results-oriented mindset, with a demonstrated ability to meet or exceed sales targets and drive revenue growth.
- In-depth knowledge of the industry, market dynamics, and competitor landscape.

**#LI-JACMY**

**#countrymalaysia**

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会社説明