



PR/158772 | Country Sales Manager (Industrial Automation Solutions)

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

1540897

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05月20日 12:35

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 well-established MNC and market leader in industrial automation solutions. This role offers hybrid working arrangement and will be leading sales teams specializing in industrial automation products such as fluid and motion control products across Malaysia & Indonesia.

Key Responsibilities:

- Drive and shape sales strategies and opportunities
- Manage contract sales for key targets and competitive accounts
- Responsible to identify and perform assessment for market opportunities
- Ensure successful outcome of transactions, contracts and proposal through solution presentations and negotiations
- Hold direct leadership & management of sales team through formulation and execution of plans, also to train them

on best practices and delivery of their KPIs

- Monitor market trends and apply market intelligence with data and develop effective strategies
- Collaborate with marketing, operations and other technology team to drive business performance
- Manage customer facing activities which may involve production demonstrations and presentations
- Forge long term partnerships with business partners and customers to deliver results and tangible benefits
- Drive sales performance with strong accountability on targets and revenue through sustainable activities that create and add value for all stakeholders
- Have experience in monthly forecasting, sales reporting and annual budgeting

Job Requirements:

- Bachelor's Degree in related Engineering field
- Minimum 5 years of sales experience in B2B environment
- Clear and articulate presentation ability with excellent communication skills both oral and written
- Has solid business acumen with proven track record of successful sales achievements and solution selling stories
- Someone who is eager to thrive and excel in teams, possess big picture thinking and not afraid to explore new avenues
- With strong play to win mindset, resilient, quick to acquire knowledge and seal deals
- Experience in leading a sales team in Malaysia and Indonesia
- Good contacts and experience in solution selling to OEM, System Integrators, distributors and end users

会社説明