



## PR/159011 | Sales Manager - Drive (Industrial Automation)

### 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

1541068

#### 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 12:41

### 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 reputable Japanese automation company specializing in factory automation systems, motion control and industrial robotics. They are now looking for **Sales Manager - Drive** to handle both sales and technical support for industrial drives.

- Location to work: Selangor

#### Job Responsibilities:-

- Achieve assigned sales target and profit goals
- Proactively identify new business opportunities and expand the customer base
- Implement effective sales strategies to increase customer loyalty and promote product solutions
- Handle sales inquiries and prepare quotations
- Work closely with customers to develop solutions that meet their application needs
- Conduct regular sales visits and maintain strong relationship with customers and distributors
- Organize and deliver product presentations to both new and existing clients
- Monitor outstanding payments and support collection efforts with customers and distributors

- Prepare and submit regular sales report
- Conduct market research and gather customer feedback to support business planning

**Requirements:**

- At least 5 years of working experience in sales and marketing of factory automation products or electrical machinery used in industrial applications
- Able to provide technical support to end users and distributors before and after sales
- Experience working with customers from industries such as HVAC, water treatment, oil & gas and general manufacturing
- Knowledge in system integration or solution-based selling would be an added advantage
- Comfortable working with channel partners, contractors and consultants
- Strong communication, presentation and interpersonal skills
- Familiar with international electrical standards such as IEC
- Willing and able to travel across different regions within Malaysia

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会社説明