



## PR/159114 | Sales Engineering Manager

### 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

1543459

#### 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 13:01

### 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

#### Company & Job Overview

A leader in cutting-edge equipment control systems and automation innovation, specializing in developing high-performance solutions for complex industrial applications, is seeking an experienced Sales Engineering Manager to lead their team. If you are passionate about driving business growth, leading sales strategies, and building strong customer relationships, this role offers a chance to contribute to automation efficiency and technological advancement. You will oversee a team of Sales Engineers, collaborate with cross-functional teams, and deliver high-quality solutions that shape the future of industrial automation.

#### Key Responsibilities

- Lead & Manage Team: Provide guidance, support, and mentorship to Sales Engineers, fostering success in customer engagement and sales.
- Strategic Sales Planning: Develop and execute sales strategies aligned with company goals to drive revenue growth and market expansion.
- Customer Relationship Management: Build and maintain strong relationships with existing clients while identifying new business opportunities.
- High-Level Client Engagement: Act as a key contact for strategic discussions and inquiries to address client needs

effectively.

- Technical Solutions Development: Collaborate with teams to understand technical requirements and develop innovative solutions.
- Cross-Functional Collaboration: Work closely with product and engineering teams to ensure solutions align with customer demands.
- Sales Performance Monitoring: Track sales metrics and generate reports with insights for continuous improvement.

#### Key Requirements

- Educational Background: Bachelor's degree in engineering or a related field.
- Industry Expertise: 8-10 years of experience in sales engineering management, preferably in semiconductor manufacturing and testing.
- Technical Sales Experience: Proven track record in sales with a focus on technical solutions and team leadership.
- Multilingual Communication: Strong proficiency in English, Bahasa Malaysia, and Mandarin.
- Willingness to Travel: Ability to travel domestically and internationally as needed.
- Technical Proficiency: Experience with SolidWorks, AutoCAD, Draftsight, or other CAD software.
- Leadership & Mentorship: Strong leadership skills with a focus on team development and mentorship.

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会社説明