



PR/159275 | Business Development Manager - Automation Solution

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

1548247

業種

電力・ガス・水道

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10月01日 06:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 Overview

A renowned manufacturer specializing in industrial process control and automation equipment, with a strong presence in semiconductor, customized manufacturing, and high-precision assembly sectors is seeking a driven and strategic Business Development Manager to support its growth initiatives and lead commercial efforts across multiple technology verticals.

Key Responsibilities:

- Drive marketing and sales for a comprehensive portfolio of semiconductor equipment in Penang, Malaysia, and international markets.
- Develop new customer segments to expand revenue streams across semiconductor, automated manufacturing, and customized equipment sectors.
- Collaborate with technology and engineering teams to align product specifications with evolving customer needs.
- Lead sales kickoff processes to ensure smooth execution and customer satisfaction throughout the order fulfillment lifecycle.
- Cultivate and manage strong relationships with clients and strategic partners to enhance market positioning.
- Monitor industry trends and emerging technologies to align sales strategy with market demand and customer roadmaps.
- Conduct competitive benchmarking and deliver insights on product performance, market movements, and customer feedback.
- Prepare annual sales forecasts and generate regular performance reports to guide leadership decisions.

- Analyze sales results and proactively implement improvement strategies to meet KPIs and growth targets.

Key Requirements

- Bachelor's degree in Engineering or a related technical discipline (additional sales management training preferred).
- In-depth knowledge of the semiconductor industry, packaging technologies, and manufacturing processes (especially back-end operations).
- Proven track record in technical sales and marketing within the semiconductor or industrial automation sector.
- Established network of contacts across key semiconductor packaging, assembly, and testing operations.
- Multilingual fluency and exceptional presentation and communication skills.

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会社説明