



マレーシアの求人なら
JAC Recruitment Malaysia

PR/159298 | Territory Sales 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

1548295

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08月20日 06:00

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

Company Overview

A globally recognized leader in advanced material solutions is seeking a dynamic Territory Sales Manager to drive business growth across Malaysia. With a strong foothold in the electronics, automotive, aerospace, and industrial sectors, the company delivers innovative product solutions tailored for top-tier clients.

In this pivotal role, the Territory Sales Manager will be responsible for expanding market share, developing strategic customer relationships, and executing design-in initiatives with OEM partners—both directly and through distribution networks.

Key Responsibilities

- Expand revenue and market share across Malaysia by targeting strategic accounts and leading new customer acquisition.
- Work directly with OEMs or through distribution networks to secure design-in wins and ensure product specification in customer designs.
- Partner with international teams to secure transferred projects, uncover share gain opportunities, and align divisional strategies.
- Cultivate long-term connections with OEM, ODM, EMS customers, engineering firms, and distributors, engaging at

multiple organizational levels.

- Use strong business acumen to prioritize opportunities, negotiate effectively, monitor market trends, and provide timely sales and market reports to management.
- Stay current with product innovations, competitive offerings, and customer needs to support solution-driven sales engagements and response plans.

Key Requirements

- Proven experience in B2B sales, ideally in electronic materials or industrial components
- Strong knowledge of Malaysia.
- Track record of successful design-in and specification wins with major OEMs
- Exceptional interpersonal and negotiation skills across multiple stakeholder levels
- Comfortable working in a cross-functional, global team environment
- Strong analytical skills with ability to prioritize high-impact opportunities

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明