



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07月23日 07:00

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

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会社説明