



PR/159336 | 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

1551966

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15日 10:21

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 leading company in the advanced manufacturing industry is seeking a Sales Manager to drive business growth and manage key customer relationships. This role involves coordinating with engineering and sourcing teams to respond to RFQs, supporting new product introductions, and executing strategic sales initiatives. The Sales Manager will play a critical role in expanding market presence, ensuring customer satisfaction, and contributing to overall revenue targets.

Key Responsibilities:

- Coordinate with engineering and sourcing teams to secure accurate and timely quotations in response to customer RFQs.
- Maintain and update the RFQ database, ensuring data accuracy and accessibility.
- Develop and implement strategic sales plans aligned with market trends and customer needs.
- Facilitate technical discussions during product introduction phases, collaborating with internal engineering and operations teams.
- Support project management for key accounts, including timeline coordination, progress tracking, and internal communication.
- Prepare project reports and customer-facing presentations; assist with plant visits and technical reviews.

- Build and nurture strong relationships with key customers to ensure satisfaction and foster long-term partnerships.
- Analyze market trends, customer feedback, and competitor activities to inform sales strategies.
- Provide regular updates to senior management on sales performance and market conditions.
- Collaborate with internal teams to address customer needs and resolve issues effectively.

Key Requirements

- Bachelor's degree in Engineering or a related technical field.
- Minimum 3 years of experience in technical sales or the metal manufacturing industry.
- Experience handling RFQs and supporting New Product Introductions (NPI).
- Strong communication and relationship management skills.
- Skilled in project coordination and cross-functional collaboration.
- Familiarity with metal machining and fabrication processes.
- Good understanding of the semiconductor supply chain.
- Proficient in English with strong presentation skills.
- Results-driven, organized, and proactive in managing multiple priorities under pressure.
- Mandarin proficiency is a plus.

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