



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/159418 | Sales Manager – MES Solutions

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

1554718

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10月07日 15:00

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 global leader in advanced Manufacturing Execution Systems (MES), delivering cutting-edge digital solutions to high-tech, discrete manufacturing industries. With a strong presence across Europe, Asia, and the Americas, the mission is to empower manufacturers to achieve operational excellence through intelligent, agile, and integrated MES platforms.

To support continued growth, a high-performing and experienced Sales Manager is sought to drive MES solution sales across Malaysia and the surrounding region. This opportunity is ideal for a results-oriented professional with a strong background in B2B software sales—particularly MES—and a proven track record in solution-based selling to mid- to large-scale industrial clients.

Key Responsibilities:

- Own and exceed annual sales targets within the assigned territory
- Develop and execute strategic sales plans to drive MES adoption
- Build and nurture relationships with technical, operational, and executive stakeholders
- Deliver compelling product demonstrations, proposals, and commercial negotiations
- Collaborate cross-functionally with Presales, Marketing, Business Development, and Delivery teams
- Stay abreast of industry trends and challenges, especially in high-tech sectors such as semiconductors and electronics
- Provide accurate sales forecasts, monitor performance, and recommend corrective actions
- Represent the company at trade shows, customer meetings, and industry events

- Operate independently while aligning with global sales strategy

Key Requirements:

- Bachelor's degree in engineering, Industrial Management, Business, or related technical field
- Minimum 5 years of enterprise software sales experience, preferably in MES or manufacturing solutions
- Proven success in solution-based selling to discrete manufacturing clients
- Strong ability to manage full sales cycles from lead generation to closure
- Skilled in articulating MES value propositions and differentiating from competitors
- Excellent communication, negotiation, and presentation skills
- Proficiency in CRM tools and Microsoft Office
- Self-motivated, results-driven, and capable of working independently
- Fluent in English; Mandarin proficiency is a plus
- Willingness to travel regionally as needed

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.

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会社説明