



## PR/159450 | Sales Manager – Electronics & Automotive 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

1554741

#### 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12日 10:34

### 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 global leader in innovative electronic components and solutions, this organization is renowned for its cutting-edge technologies in sensors, IoT devices, and automotive systems, serving Tier-1 clients across the industrial and automotive sectors. As part of its continued growth, the company is seeking a dynamic and results-driven Sales Manager to lead a high-performing B2B sales team. This pivotal role will focus on driving revenue across electronic components, sensors, and automotive products, while coordinating cross-border operations with Japan headquarters, the Malaysia plant, and international affiliates. The ideal candidate will bring strategic sales expertise, strong customer engagement skills, and a global mindset to thrive in a fast-paced, cross-functional environment.

#### Key Responsibilities:

- Lead and manage a small sales team comprising Sales Executives and Customer Service Operations.
- Liaise with Japan HQ, Malaysia plant, and international affiliates on sales and customer-related matters.
- Drive sales and marketing initiatives with existing clients and develop new markets and customer segments.
- Conduct client meetings virtually and in-person to present and demonstrate product offerings.
- Prepare bi-weekly sales forecasts and contribute to the annual sales budget.
- Represent the company at trade exhibitions, industry conferences, and networking events.

- Monitor and review sales KPIs to ensure performance targets are met.
- Negotiate contracts and commercial packages with clients and partners.

**Key Requirements:**

- Minimum 3 years of experience managing a sales and customer service team.
- Proven expertise in electronic industrial sales, automotive Tier-1 client engagement, and new product/market development.
- Strong interpersonal and communication skills with a global mindset.
- Ability to thrive in a fast-paced, cross-functional environment.

**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