



## PR/159751 | Strategic Sales Manager – HVAC & Building Automation 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

1564268

業種

電力・ガス・水道

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

2026年01月13日 03:00

### 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

**Location:** Taman Desa, KL

**Industry:** Building Automation, HVAC Systems, Data Center Infrastructure

**Employment Type:** Permanent

**Reports To:** Sales Director / Country Manager

We are seeking a dynamic and well-connected **Strategic Sales Manager** to expand our footprint in the **HVAC and building automation market**, with a focus on **property owners** and **data center developers** in Klang Valley. This role is ideal for a sales professional with deep technical knowledge in air conditioning systems and a strong network in commercial and mission-critical infrastructure.

### Key Responsibilities:

- Drive sales of **HVAC controls, building automation systems, and energy conservation solutions** to commercial buildings and data centers
- Identify and engage key stakeholders including property developers, facility managers, and data center operators
- Promote solutions such as **building automation systems, smart thermostats, sensors, and control valves**
- Collaborate with engineering teams to develop customized proposals and technical solutions
- Lead tendering, contract negotiation, and project acquisition
- Maintain and grow strategic client relationships
- Monitor market trends and competitor activities to identify new opportunities
- Represent the company at industry events, exhibitions, and networking sessions

**Requirements:**

Experience & Network

- Minimum 8 years of sales experience in HVAC, building automation, or M&E services
- Strong network with **property owners, real estate developers, and data center project owners** in Klang Valley

Technical Knowledge

- In-depth understanding of HVAC systems, chilled water systems, VRF, and energy-efficient technologies
- Familiarity with data center cooling standards and building automation protocols

Skills

- Excellent communication, negotiation, and presentation skills
- Strategic thinking and ability to manage complex sales cycles
- Proficiency in CRM tools and Microsoft Office Suite

Education

- Diploma or Degree in Mechanical Engineering, Building Services, or related field

#LI-JACMY

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会社説明