



PR/159799 | Technical Sales Manager (Industrial Software_ Power Plant)

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

1565989

業種

石油・エネルギー

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

2026年02月10日 15:00

応募必要条件

職務経験

6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

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

We are looking for an experienced Technical Sales Manager (Industrial Software_ Power Plant) to drive growth by promoting industrial real-time performance monitoring and equipment condition monitoring and diagnostics (M&D) across the Asia-Pacific region.

Job Responsibilities:

- Develop an effective understanding of the EtaPro product and service offerings.
- Drive business growth and achieve annual sales targets in APAC
- Build and manage a qualified sales pipeline and key customer accounts
- Engage plant management, engineering, reliability & maintenance teams
- Understand customer operational challenges and present tailored solutions
- Prepare proposals, commercial offers and ROI driven business cases

- Lead product demo, technical discussions and contract negotiations
- Collaborate with global technical teams to support delivery and adoption
- Conduct market & competitor research to support strategy and positioning

Requirements:

- Bachelor Degree in Engineering/ Science/ Business (Master degree is a plus)
- Minimum 7 years of working experience with at least 5 years of complex engineered product and service solutions sales preferably in M&D, APM or industrial automation sectors. Background in plant operation & maintenance and or analytical software sales is a plus
- Strong consultative selling and execute level communication skills
- Able to translate technical capabilities into business value
- Strong driven, strategic and comfortable doing sales

#LI-JACMY

#countrymalaysia

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