



PR/160263 | Business Development Manager – Semiconductor & Industrial Automation

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

1582492

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

2026年06月09日 14:00

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

流暢

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 renowned manufacturer specializing in industrial process control and automation equipment, with a strong presence in semiconductor, customized manufacturing, and high-precision assembly sectors is seeking a driven and strategic Business Development Manager to support its growth initiatives and lead commercial efforts across multiple technology verticals.

Key Responsibilities:

- Drive marketing and sales for a comprehensive portfolio of semiconductor equipment in Penang, Malaysia, and international markets.
- Develop new customer segments to expand revenue streams across semiconductor, automated manufacturing, and customized equipment sectors.
- Collaborate with technology and engineering teams to align product specifications with evolving customer needs.
- Lead sales kickoff processes to ensure smooth execution and customer satisfaction throughout the order fulfillment

lifecycle.

- Cultivate and manage strong relationships with clients and strategic partners to enhance market positioning.
- Monitor industry trends and emerging technologies to align sales strategy with market demand and customer roadmaps.
- Conduct competitive benchmarking and deliver insights on product performance, market movements, and customer feedback.
- Prepare annual sales forecasts and generate regular performance reports to guide leadership decisions.
- Analyze sales results and proactively implement improvement strategies to meet KPIs and growth targets.

Key Requirements

- Bachelor's degree in Engineering or a related technical discipline (additional sales management training preferred). In-depth knowledge of the semiconductor industry, packaging technologies, and manufacturing processes (especially back-end operations).
- Proven track record in technical sales and marketing within the semiconductor or industrial automation sector.
- Established network of contacts across key semiconductor packaging, assembly, and testing operations.
- Multilingual fluency and exceptional presentation and communication skills.

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