



PR/160832 | Sales Leader / Expert (Japanese speaking)

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

1603080

業種

プラント

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09月01日 02:00

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

ビジネス会話レベル

日本語レベル

基礎会話レベル

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

A leading manufacturer and distributor of standard components of Press Die, Plastic Mold and Factory Automation product is looking for talented and dynamic professionals to join for the following position.

Factory Automation & VONA (FAV) Businesses develop and supply standard components for automated machinery used in rationalized and labour-saving production systems, including factory automation equipment. We also supply connection harnesses, cables, connectors, and terminal blocks used to connect various types of FA equipment. We also develop and supply breakers, switching power supplies, switches and other control device parts, PC bodies and peripheral components suited to FA and industrial applications.

The candidate will report to the Factory Automation & VONA Division and will primarily be involved in the following activities.

Responsibilities:

- Secure new business and constant follow up with existing customers to increase sales.
- Keep abreast of market trends and developments in order to execute effective sales strategies.
- Provide technical advice related to product enquiries.
- Prepare and submit regular sales reports and ad-hoc reports.
- Liaise with other departments to expedite orders and collections whenever necessary.
- Participate in marketing events such as surveys, exhibitions and road shows.

Location:

Johor or Penang Office

Requirements:

- Degree, in Mechatronics / Mechanical / Precision Engineering preferred
- In the absence of relevant degree, relevant industry experience is required.
- Able to speak & write in English and Bahasa Malaysia (Mandarin-speaking candidates are welcome to apply)
- Minimum 3-5 years of relevant experience in B2B industrial sales.
- Established track records and customer base.
- Focused and target driven
- Information-gathering and reporting skills.
- Possess high energy and able to work in a fast-paced environment
- Good communication, negotiation and time management skills
- Able to work independently and a good team player
- Advanced MS Excel skills with using basic formula e.g., V-lookup, Pivot table and Power Point
- Possess own transport
- Bright, Positive, Proactive, and willing to embrace new challenges
- Demonstrated experience leading and coaching a sales team (For Sales Leader).

Preferrable:

- Experience in selling products for the semiconductor industry.
- Experience in sales of Factory Automation (FA) products (Leader)
- Technical sales experience in Factory Automation (FA) or industrial automation products
- Experience working in Japanese or foreign-affiliated company.
- Experience in selling products for the semiconductor/E&E (Electrical and Electronics) industry.

#LI-JACMY

#Countrymalaysia

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会社説明