

PR/090142 | Sales, BDM - EV, ESS & Power 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 コリア

求人ID
1611285

業種
その他（メーカー）

雇用形態
正社員

勤務地
韓国

給与
経験考慮の上、応相談

更新日
2026年11月03日 11:00

応募必要条件

職務経験
10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

Sales, Business Development Manager - EV, ESS & Power Solutions

???? Location:

???? Position Overview

A global technology company specializing in electronic Test & Measurement and Power Solutions is seeking a highly motivated Senior Technical Sales / Business Development Manager to accelerate business growth across Korea.

This newly created strategic position will focus on developing new customers, new applications, and new business opportunities within:

- Electric Vehicle (EV)
- Battery & Energy Storage Systems (ESS)
- AI Infrastructure & Data Centers

- Power Electronics, Semiconductor & Advanced Manufacturing

Looking for a hands-on business developer who is passionate about technology, understands power-related applications, and enjoys creating new business opportunities from the ground up.

Key Responsibilities

New Business Development

- Develop new customers and new market opportunities
- Expand presence within EV, Battery, ESS, AI Infrastructure and Power industries
- Identify emerging applications and growth markets
- Generate sustainable revenue through strategic account development

Channel & Partner Development

- Develop and manage distributors and channel partners
- Strengthen partner relationships and market reach
- Support channel growth strategies and business expansion

Technical Solution Sales

- Understand customer applications and technical requirements
- Present power-related solutions and Test & Measurement technologies
- Collaborate closely with Application Engineers and Technical Teams
- Provide consultative solution selling to customers

Market Development

- Analyze competitors, market trends and customer needs
- Develop growth strategies for priority industries
- Support long-term business expansion initiatives

Key Requirements

- Degree in Electrical Engineering, Electronics Engineering, Energy Engineering or related field preferred
- Proven track record in new customer acquisition
- Strong hunting mentality
- Experience developing new markets and applications
- Ability to create opportunities rather than simply manage existing accounts
- Sales : B2B Technical Sales experience
- Channel Management : Distributor and Channel Management experience
- Existing network within Korean industry preferred
- Able to communicate technical concepts confidently, understand customer applications and requirements
- Experience with power, energy, electronics, battery, or industrial technologies
- English: Business level (Chinese: Advantageous)

Preferred Background

We are particularly interested in candidates with experience in:

- EV Industry, Battery Manufacturing, ESS (Energy Storage Systems)
- Power Electronics, High Power Supply and Electronic Load Systems
- Battery Testing Solutions, DC Power Solutions
- AI Infrastructure / Data Center Power Systems
- Spectrum Analyzer Solutions
- Test & Measurement Equipment, Semiconductor Equipment
- Industrial Electronics, Electronic Components and Automation Solutions

Contact

Jason Lee - Associate Director, JAC Recruitment Korea

02-2183-0514

Jason.lee@jac-recruitment.com

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.kr/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.kr/terms-of-use

会社説明