

PR/161041 | Assistant Sales Manager, Modernization - Elevator

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
1611303

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11月03日 11:00

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

COMPANY OVERVIEW

leading provider of elevator, escalator, and urban mobility solutions is seeking an **Assistant Sales MOD Manager** to support and drive the growth of its Modernization (MOD) business. This role will be responsible for supporting sales strategy execution, managing key customer and consultant relationships, identifying modernization opportunities, driving sales performance, overseeing project pipelines, and ensuring adherence to commercial and sales excellence processes. The successful candidate will play a key role in expanding market presence, strengthening customer partnerships, supporting revenue growth, and collaborating with cross-functional teams to deliver business objectives. Experience within the elevator, escalator, building systems, engineering, construction, facilities management, or technical services industry is highly preferred.

JOB RESPONSIBILITIES

Sales & Business Development

Support the MOD Sales Manager in achieving annual sales and order booking targets.

Identify modernization opportunities within existing Schindler and non-Schindler portfolios.

Prepare quotations, proposals, tender submissions, and commercial offers.

Attend customer meetings, tender interviews, negotiations, and presentations.

Develop and maintain relationships with building owners, property managers, consultants, architects, and developers.

Monitor project pipelines and provide accurate sales forecasts.

Actively follow up on tender status and sales opportunities

Customer Relationship Management

Maintain effective communication with customers throughout the sales cycle.

Understand customer modernization needs and provide suitable solutions.

Resolve customer concerns and coordinate support with internal stakeholders.

Build long-term relationships with key accounts and decision makers.

Team Support & Leadership

Assist the MOD Sales Manager in coaching and developing Sales Engineers.

Support sales planning, account reviews, and opportunity management.

Coordinate with Operations, Engineering, and Service teams to ensure smooth project execution.

Promote teamwork and cross-functional collaboration.

Product & Technical Knowledge

Maintain strong knowledge of Schindler modernization products and services.

Conduct product presentations and technical discussions with customers and consultants.

Support technical evaluation and modernization solution proposals.

Work closely with technical teams to develop customer-focused solutions.

Commercial & Process Compliance

Ensure compliance with company commercial policies and approval procedures.

Adhere to SHAPE, SAP, and Sales Excellence processes.

Maintain proper documentation and records for all sales activities.

Support contract review and risk assessment processes.

Commercial & Process Compliance

Ensure compliance with company commercial policies and approval procedures.

Adhere to SHAPE, SAP, and Sales Excellence processes.

Maintain proper documentation and records for all sales activities

REQUIREMENTS & QUALIFICATIONS

- Bachelor's Degree in Engineering (Mechanical, Electrical, Mechatronics) or Business-related discipline.
- Minimum 5 years of experience in elevator/escalator sales, modernization sales, engineering sales, or related industries.

- Experience leading or mentoring a sales team.
- Knowledge of modernization, maintenance, or capital equipment sales would be an advantage.

#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