

PR/161097 | Sales Manager- Technical Education 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 マレーシア

求人ID
1614208

業種
その他（商社）

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 05:00

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
流暢レベル

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
Our client is a provider of engineering and technical education solutions, specializing in the supply of training equipment, engineering software, automation systems, robotics trainers, CNC machines, automotive training systems, and IoT platforms for educational and industrial learning environments. The company works closely with universities, colleges, TVET institutions, government agencies, and industry partners to support skills development and technical education initiatives across Malaysia.

As part of its continued business growth, the company is seeking an experienced sales professional to lead its commercial activities, drive new business development, strengthen customer relationships, and support the expansion of its presence within the education, government, and technical training sectors.

Job Overview
The **Sales Manager** will be responsible for driving sales growth, expanding market presence, and leading the sales team to achieve business objectives. Reporting directly to the Sales Director, the role will focus on identifying new business opportunities, developing relationships with universities, TVET institutions, government agencies, and industry partners, while ensuring effective execution of the end-to-end sales process.

The successful candidate will play a key role in developing new customer accounts, managing strategic projects, leading a small sales team, and supporting the company's continued growth within the engineering, technical education, and industrial training solutions market.

Key Responsibilities

- Develop and execute sales strategies to achieve revenue and profitability targets.
- Identify and pursue new business opportunities within universities, colleges, TVET institutions, government agencies, and corporate sectors.
- Build and maintain strong relationships with key customers, partners, and stakeholders.
- Lead, coach, and manage a team of Sales Engineers to drive performance and business results.
- Oversee the full sales cycle, including prospecting, presentations, proposal preparation, negotiations, and closing.
- Prepare and review quotations, proposals, presentations, and tender submissions.
- Monitor sales pipelines, forecasts, project progress, and customer follow-ups.
- Work closely with technical, project, procurement, and finance teams to ensure smooth project delivery.
- Represent the company at customer meetings, exhibitions, seminars, training events, and industry networking activities.
- Provide regular sales performance updates and market intelligence to management.

Key Requirements

- Bachelor's Degree or Diploma in Business, Marketing, Engineering, Technology, or a related discipline.
- Minimum 5 years of sales, business development, or account management experience.
- Prior experience within technical sales, engineering solutions, industrial automation, educational solutions, TVET-related industries, or government projects is highly preferred.
- Proven track record in new business development and hunter sales activities.
- Experience managing or leading a sales team will be an added advantage.
- Strong presentation, communication, negotiation, and stakeholder management skills.
- Familiarity with government agencies, universities, polytechnics, TVET institutions, or tender-based projects would be beneficial.
- Ability to work independently and manage multiple sales opportunities simultaneously.
- Possess own transportation and be willing to travel within Malaysia when required.
- Excellent command of English and Bahasa Malaysia.

#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.

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会社説明