

PR/161135 | Technical Sales Leader (Factory Automation Solutions), Penang Office

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
1614547

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10日 07:00

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

A leading global supplier of factory automation components, industrial automation solutions, and engineering products is seeking a Technical Sales Leader to join its growing team in Penang. The company is recognized worldwide for providing high-quality automation, motion control, mechanical components, and industrial solutions that support manufacturers in improving productivity, efficiency, and operational performance. With strong growth across Southeast Asia, the organization continues to expand its technical and commercial capabilities to better support customers within the manufacturing, semiconductor, and industrial sectors.

Key Responsibilities

- Provide technical consultation and application design support to customers.
- Support the sales team in addressing customer technical requirements and product enquiries.

- Conduct customer visits to provide on-site technical support and solution recommendations.
- Manage customer product claims and assist in technical issue resolution.
- Coordinate with regional and overseas technical teams on certifications and product-related matters.
- Organize and deliver technical seminars, workshops, and customer engagement activities.
- Prepare technical presentations and product demonstration materials for events and customer meetings.
- Support business growth by promoting automation solutions and identifying customer opportunities.

Requirements

- Degree in Mechanical Engineering, Mechatronics Engineering, Industrial Engineering, Precision Engineering, or related disciplines.
- Minimum 3 years of technical support, application engineering, field application, or technical sales experience.
- Experience within factory automation, industrial automation, manufacturing, semiconductor, or related B2B industries.
- Prior leadership or team management experience will be an advantage.
- Strong knowledge of factory automation systems, control systems, and industrial automation applications.
- Experience in mechanical design and automation projects.
- Proficiency in CAD/CAM software.
- Good working knowledge of Excel and PowerPoint.
- Strong communication, presentation, and stakeholder management skills.
- Self-driven, proactive, and customer-focused.
- Able to work independently while collaborating effectively within a team.
- Positive mindset with a strong passion for solving customer challenges.
- Possess own transportation for customer visits.
- Willing to travel within Malaysia when required.

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