

PR/161356 | Technical Sales Manager

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
1623899

業種
電力・ガス・水道

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24日 10:18

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

A leading Malaysian technology company specializing in advanced solutions for the semiconductor test and automation industry is seeking an energetic and customer-focused Technical Sales Manager to drive business growth and manage strategic customer relationships across Malaysia and the Southeast Asia (SEA) region.
This role offers a unique blend of business development, project coordination, and technical account management, making it ideal for individuals with a strong engineering background and a passion for customer engagement. The successful candidate will work closely with customers, engineering teams, and manufacturing stakeholders to deliver innovative solutions and ensure the successful execution of customer projects.
Key Responsibilities

- Identify, qualify, and develop new business opportunities within Malaysia and the SEA region.
- Evaluate market potential and establish relationships with prospective customers.
- Conduct sales presentations and initiate customer engagements to promote the company's products and solutions.
- Develop new customer accounts while maintaining and strengthening existing customer relationships.

- Effectively communicate the value proposition and technical benefits of products and services.
- Manage customer projects, including project schedules, milestones, deliverables, and timelines.
- Translate customer requirements into actionable tasks for cross-functional teams.
- Monitor project progress and proactively identify, track, and resolve issues.
- Coordinate with engineering and manufacturing teams to address technical challenges and customer concerns.
- Communicate project and issue status updates to customers and internal stakeholders.
- Escalate critical issues appropriately and ensure their timely resolution.
- Provide regular project and customer status updates to management.
- Perform other duties and responsibilities as assigned by management.

Key Requirements

- Bachelor's Degree in Electrical Engineering or a related engineering discipline.
- Minimum five (5) years of relevant experience in the semiconductor equipment, Automated Test Equipment (ATE), or semiconductor test industry.
- Strong technical aptitude with proven experience working directly with customers on technical solution
- Demonstrated success in business development, account management, or technical sales.
- Excellent communication, presentation, and relationship-building skills.
- Proactive, resourceful, and highly motivated, with a strong results-oriented mindset.
- Proven ability to achieve high levels of customer satisfaction and foster long-term customer loyalty.
- Fast learner with the ability to quickly acquire and apply new technical knowledge.
- Strong project management and organizational skills.
- Team-oriented, collaborative, and willing to take ownership of outcomes.
- Experience or exposure to semiconductor testing, IC test solutions, electronics manufacturing, or related high-technology industries.
- Willingness and ability to travel within Malaysia and the SEA region as required.
- Strong problem-solving and decision-making capabilities in customer-facing environments.

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