



## PR/157721 | Sales Assistant Manager

### Job Information

**Recruiter**
[JAC Recruitment Malaysia](#)
**Job ID**

1505173

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:33

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**About our client**

Our client was founded in 1915 and has set "Electric motors and their application" as its business domain and supported the leading-edge industries of the age. Their core technologies are motion control, robotics and power conversion. The motion control business broadly consists of two product lineups: AC servo drives and AC drives. AC servo drives, which excel high-speed and high-precision position control, are applied to various automatic machines. The emergence of AC drives drastically upgraded the productivity of factories and contributed to advancements in industrial and energy savings. These technologies and products born and created out of their search for elaborate control of mechanical movement contributes on a daily basis to improvements in the quality and efficiency of manufacturing around the world.

**Job Responsibilities**

- Achieve sales orders and profit
- Proactively explore business opportunities and expand new customers
- Exercise sales programs/actions to increase loyalty and sales for products and solutions

- Attend to sales enquiry and generate quotations
- Work closely with customers in the development of applications to meet customers' needs
- Engage in active sales visits and dealings with customers & distributors
- Organize and conduct presentations to potential and existing customers
- Debt monitoring & collections with end customers & distributors
- Prepare sales reports
- Market studies & feedbacks

### **Job Requirements**

- At least 10 years working experience in sales & marketing of Factory Automation products and/or electrical machinery for industrial applications
- Abilities to provide product support for pre-sales and post-sales to End Users & Distributors
- Experience in HVAC, water work, Oil & Gas, General Industry.
- Additional knowledge in system solution will be a plus
- Experience in liaising with channel partners, contractors, consultants, product support for pre-sales, post-sales, end-uses.
- Good presentation and interpersonal skills
- Understand IEC and other standards
- Able to travel within MALAYSIA regions

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### **Company Description**