



## PR/156625 | Product Specialist, Automotive Equipment

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1512088

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

January 22nd, 2025 04:00

### 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 the Client**

Our client is an American designer, manufacturer and marketer of high-end tools and equipment for professional use in the transportation industry including the automotive, heavy duty, equipment, marine, aviation, and railroad industries. Headquartered in Kenosha, Wisconsin, they also distributes lower-end tools.

**Job Responsibilities:**

- Handle sales of company's range of automotive equipment in Malaysia and Singapore
- Strategize, prioritize and monitor business plans to meet sales goals and objectives
- Develop product and sales strategies to grow business in targeted industrial segments
- Develop marketing and promotion programs to build brand name and drive volume
- Increase market share as well as expand distribution channels and customer base
- Develop and manage key accounts

**Job Requirements:**

- Degree / Diploma in Mechanical Engineering or equivalent
- 2 to 3 years of industrial sales experience with car servicing equipment experience in the automotive industry (preferred) and experience in handling distribution channels
- Experience in handling distribution channels as well as managing resellers/dealers

- Team player with a mature personality and the ability to work independently under pressure
- Candidate who have experience liaise with Taiwan and China market will be an advantage.
- Willing to travel

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Company Description