



PR/157496 | Business Development Manager - Automation Solution

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512150

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:26

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

Business Development Manager

A leading manufacturer of Industrial Process Control Equipment and are currently seeking a Business Development Manager to join their esteemed organization.

Key Responsibilities for Business Development Manager

- Responsible for marketing and selling our complete range of semiconductor equipment in Penang/Malaysia and globally.
- Key performance indicator includes developing new customer bases to drive sales growth and achieve revenue targets across semiconductor equipment, customized manufacturing, and assembly and automation equipment sectors.
- Collaborate with Technology and Engineering teams to review product specifications and ensure alignment with customer requirements.
- Lead Sales Kick-Off meetings to facilitate order fulfillment.
- Build and maintain strong networks with existing and potential customers to enhance brand visibility.
- Monitor market trends and identify emerging customer needs to align with technological roadmaps.
- Conduct competitive analysis and benchmark product performance to inform management about market dynamics, new strategies, products, capabilities, installations, and customer feedback.
- Prepare annual sales forecasts and deliver regular sales performance reports and evaluations.

- Analyze sales performance against targets and strategies, implementing corrective actions as needed to meet KPIs.

Key Requirements:

- Minimum of a Bachelor's degree in an Engineering discipline (with additional sales management training).
- Proficient in semiconductor industry knowledge, packaging trends, and manufacturing processes (preferably in back-end operations).
- Demonstrated experience in sales and marketing of equipment, with a focus on semiconductor industry.
- Strong network of customer contacts, particularly within major semiconductor packaging, assembly, and testing facilities.
- Fluent in at least two languages with excellent presentation skills

Interested candidates who meet the above requirements are encouraged to submit a detailed resume. We thank all applicants for their interest, but only those selected for an interview will be contacted.

Company Description