



PR/158138 | Japanese Speaking Sales Engineer

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1512487

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 5th, 2025 10:01

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

Company and Job Overview

In the lighting and optical solutions industry, a distinguished company is seeking a talented Sales Engineer who is proficient in Japanese. This role involves driving sales initiatives, building strong relationships with clients, and providing technical expertise to support customer needs. The ideal candidate will have a solid understanding of the industry, excellent communication skills, and the ability to work effectively in a dynamic environment. This is an exciting opportunity for a professional looking to contribute to a leading company known for its innovative products and commitment to excellence.

Job Responsibilities

- Develop and maintain strong relationships with existing and potential clients in Malaysia.
- Identify and pursue new business opportunities to achieve sales targets and expand market share.
- Provide technical support and product demonstrations to customers, ensuring they understand the benefits and applications of Ushio products.
- Collaborate with the engineering and product development teams to address customer needs and feedback.
- Prepare and deliver sales presentations, proposals, and contracts.
- Conduct market research to stay updated on industry trends and competitor activities.
- Participate in trade shows, conferences, and other marketing events to promote Ushio products.
- Report and commit business plans and KPIs to headquarters and improve business plans in response to headquarters policies.

Job Requirements

- Bachelor's degree in Engineering, Business, or a related field.
- Proven experience in sales, preferably in the lighting or optical systems industry.
- Strong technical knowledge and the ability to understand and explain complex products.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Good interpersonal, communication, and organizational skills.
- Possess strong commitment, great initiative, and responsibility.
- Ability to speak Japanese and Mandarin is a must to liaise with counterparts in Hong Kong and headquarters in Japan.

Benefits

- Competitive salary and benefits package, Language Allowance (JLPT N1/ N2)
- Opportunities for professional development and career growth.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description