



PR/158231 | Senior Sales & Marketing Executive (Factory Automation Industry)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512547

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:43

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

A leading manufacturer and distributor of standard components for Press Die, Plastic Mold, and Factory Automation products is seeking an experienced Senior Sales & Marketing Executive to join the team. This role is crucial for driving the growth and expanding the market presence in the factory automation sector. The ideal candidate will have a strong background in sales and marketing, with a proven track record in the industrial automation industry.

Job Responsibilities

- Develop and implement strategic sales and marketing plans to achieve company goals.
- Identify and pursue new business opportunities to expand the customer base.
- Build and maintain strong relationships with key clients and stakeholders.
- Provide technical advice and solutions to customers regarding factory automation products.
- Analyze market trends and competitor activities to inform business strategies.
- Prepare and deliver compelling sales presentations and proposals.
- Collaborate with cross-functional teams to ensure seamless execution of marketing initiatives.
- Monitor and report on sales performance metrics and market feedback.

Job Requirements:

- Diploma or Degree in Mechatronics, Mechanical, or Precision Engineering, or related fields.
- Proven experience in sales and marketing within the factory automation industry.

- Strong understanding of industrial automation products and solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proficiency in English and other relevant languages.
- High energy levels and a proactive approach to achieving targets.
- Advanced proficiency in MS Excel and other relevant software.

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