



## PR/157688 | Sales Manager - Factory Automation Equipment

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1514502

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

January 7th, 2025 10:27

### 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 Overview

A dynamic global leading manufacturer and distributor of standard components of Factory Automation products is currently seeking a Sales Manager to join their esteemed organization.

#### Key Responsibilities for Sales Manager

- Drive growth and achieve sales targets through effective management of the sales team.
- Develop and execute a strategic sales plan to expand the company's customer base and strengthen its market presence.
- Set sales team objectives, provide coaching, and monitor the performance of sales representatives.
- Foster enduring customer relationships by collaborating closely with clients to understand and meet their needs.
- Present comprehensive sales, revenue, and expense reports along with realistic forecasts to the management team.
- Identify emerging markets and market shifts, maintaining awareness of new products and competitive dynamics.

#### Key Requirements:

- Diploma/Degree in Mechanical/Industrial/Precision Engineering preferred.
- Strong business acumen and industry expertise in Factory Automation, Semiconductor, or Machine Builder Industries.
- 5 to 8 years of relevant B2B sales experience with a proven track record in industrial sales.
- Willingness to travel within Malaysia.

**Benefits:**

- Fixed allowances.
- Attractive variable bonus.

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

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Company Description