



## PR/157496 | Business Development Manager - Automation Solution

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1512150

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2024年12月24日 10:26

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### 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.

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会社説明