

Denomination of the position	:	Key Account Manager, Micro-Epsilon (Sales & Application Engineer, Business Development)
Location	:	Johor

We seek a dynamic, results-oriented Key Account Manager with a strong background in Sales & Application Engineering and Business Development to manage and grow key strategic accounts within the precision sensor technology industry.

This role plays a critical part in driving revenue growth, enhancing customer satisfaction, and uncovering new business opportunities through a deep understanding of client needs and the technical application of our solutions.

DUTIES & RESPONSIBILITIES

- Independently develop sales strategies and business applications for Micro-Epsilon's precision sensor product portfolio across Malaysia and Singapore.
- Provide technical consultation and application support to customers across multiple industries, including semiconductors, industrial automation, and machine building.
- Deliver engaging and informative technical presentations and live product demonstrations, both in-person and online, to showcase product capabilities and value.
- Identify customer needs and translate them into customized sensor solutions utilizing Micro-Epsilon's product portfolio.
- Collaborate closely with the team in Asia and Germany to ensure aligned customer support and seamless project execution.
- Conduct comprehensive market research, including competitor analysis and trend forecasting, and produce detailed sales and application reports for internal strategy development.
- Undertake regular field visits and business trips within Malaysia and Singapore to meet clients, strengthen relationships, and represent the company at industry trade fairs and exhibitions.

SKILLS & QUALIFICATIONS

- Bachelor's degree or higher in Mechanical Engineering, Electrical Engineering, Physics Engineering, or a related field.
- Minimum 5 years of experience in technical B2B sales and the semiconductor industry.
- Proven success in a Sales Engineer role, with the ability to understand machinery, provide technical advice, and resolve customer issues effectively.
- Fluency in English and Malay, both spoken and written.
- Strong interpersonal and intercultural communication skills with a customer-oriented mindset.
- Solid project management and organizational skills.
- Willingness to travel locally and internationally.
- Ability to work independently, take initiative, and manage responsibilities with minimal supervision.
- Openness to collaborate across international teams and work in a multicultural environment.

This is a local position in Malaysia under a contract defined by local standards and conditions.

Please send us your cover letter, CV, salary expectations and notice period via email to hr@malaysia.ahk.de

Only shortlisted applicants will be notified