



## PR/157905 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1505154

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:32

### 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

**About of Client**

Our client is a Japanese based trading company specializing in the manufacturing of abrasive tools using for lapping, grinding, sharpening, dressing and many other applications. Due to expansion, they are looking for the following talent joining their team.

**Job Responsibilities**

- Organize and manage sales team and business development team;
- Meet daily, monthly and yearly sales target;
- Create end users demand;
- Establishes sales objectives by forecasting and developing annual sales quotas for each territory;
- Establishes and adjusts selling price by monitoring costs, competitors pricing etc;
- Implement sales programs by developing field sales action plans;
- Implement sales campaign / promotion in line with the Company's objectives;

- Develop and conduct training programs and product demonstrations for dealers and specific end users.
- Ensure all monetary collection from the customers;
- Carry out marketing functions in accordance to the Company's products;
- Visit customers to create good rapport with the Company;
- Gather and compile all competitors' pricing and sales activities;
- Assist in all aspects on the Company overall sales functions;
- Perform any ad hoc assignments as assigned by immediate superior.

#### **Job Requirements**

- Candidate must possess at least Bachelor's Degree in any related fields;
- Minimum five (5) years of experience in sales management and preferably with knowledge in industrial products;
- Possess a strategic mind set with high level of integrity, ethics and results driven;
- Excellent analytical, problem solving, interpersonal and communication skills;
- Excellent participatory management skills, effective team-builder with high accountability for his/her actions;
- Required skills: Microsoft Words & Excel;
- Required language: English, Chinese, and Bahasa Malaysia.

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#### **Company Description**