



PR/157753 | Sales Engineer (Instrumentation)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505189

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:33

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

A company who is specialize in equipment for elemental analysis, thermal analysis, metallography, and mass spectrometry is looking for a Sales Executive to drive the sales in Malaysia.

JOB RESPONSIBILITIES

- Manage customers and products assigned in order to achieve customer satisfaction and sales target
- Creating and sustaining productive customer relationships involves comprehending their needs, aiding them in understanding product specifications, and offering solutions tailored to meet those specific customer requirements
- Ability to drive sales from initial contact to closing of orders
- Able to prepare and give technical presentations to customers on how the products and services work
- Independent in handling key accounts with minimum supervision

- Generating new business by meeting potential clients and build client relationships easily

JOB REQUIREMENTS

- Bachelor's Degree in Sciences (preferable in Chemistry)
- Minimum of 2 years of sales experience, primarily familiar with laboratory Analytical Instrumentation
- Experience in GCMS would be an added advantage
- Proficiency in MS Office and CRM
- Having a positive attitude and a team player
- High-level organizational skills in maintaining sales territory and planning daily sales activities
- Willing to travel
- Applicants should be Malaysian citizens or hold relevant residence status

BENEFITS

- Monday to Friday work week
- Free Parking available
- Commission
- Annual profit-sharing incentive scheme
- Medical, Insurance, Dental, Optical & EPF covered

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 that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description