



PR/157869 | Senior Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505324

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:35

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

Senior Sales Engineer

An established Malaysia's leading authority in the design, manufacture, and installation of high-performance cooling towers is looking for Senior Sales Engineer to join their organization.

Key Responsibilities of Senior Sales Engineer:

- Analyzing market trends and identifying new growth opportunities.
- Cultivating and maintaining strong relationships with both existing and potential customers.
- Providing clients with detailed information, quotes, credit terms, and bid specifications.
- Negotiating pricing, sales terms, and service agreements; preparing contracts and processing orders.
- Scheduling and conducting calls or visits to current and prospective customers.
- Meeting or exceeding sales objectives and targets set by management.
- Demonstrating strong presentation skills is advantageous.
- Keeping management updated on progress through daily calls and submitting weekly sales reports.

Key Requirements:

- The candidate should hold at least a Diploma or Degree in Mechanical Engineering.
- A minimum of 2 years' experience in industrial sales is required.
- Strong persuasive abilities, presentation, and negotiation skills are essential, along with being a good team player.
- Excellent interpersonal skills are necessary for building effective relationships across various levels.

- Good communication skills, a sense of responsibility, and a positive personality are important.
- Fluency in Bahasa Malaysia and English is required; proficiency in Mandarin is a plus.
- Must have own transportation.

Benefit:

- Competitive incentive package.
- Opportunity for career growth and development.
- Training and mentorship from experienced professionals.

If this opportunity sounds of interest to you then please send your resume to the quick apply button at the bottom of this page.

Company Description