



PR/158023 | Sales Engineer - Warehouse Storage Solutions

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505330

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

A leading provider of AI-driven warehouse storage solutions, including ASRS, four-way shuttle intelligent storage systems, radio shuttles, and racking, is on the lookout for a dynamic Sales Engineer to spearhead market penetration in the Northern Region. The ideal candidate will have a strong background in sales and a deep understanding of warehouse automation solutions.

Main responsibilities of the Sales Engineer role:

- **Market Development:** Identify and target new business opportunities within the Northern Region to expand market presence.
- **Client Engagement:** Build and maintain strong relationships with key stakeholders, including decision-makers and influencers in target organizations.
- **Solution Selling:** Collaborate with clients to understand their needs and deliver customized solutions that leverage our AI-based warehouse systems.
- **Technical Expertise:** Provide in-depth product knowledge and technical support during the sales process, including product demonstrations and presentations.
- **Sales Strategy:** Develop and implement effective sales strategies to achieve and exceed sales targets.
- **RFP/RFI Management:** Manage all technical aspects of Requests for Proposals (RFPs) and Requests for Information (RFIs) to ensure comprehensive responses.
- **Collaboration:** Work closely with application engineers and other internal teams to design solutions that meet

customer specifications.

- Market Insights: Stay informed about industry trends, competitor activities, and market demands to identify opportunities for growth.
- Reporting: Track and report on sales performance, customer feedback, and market trends to senior management

Key Requirements:

- Bachelor's degree in Engineering, Business, or a related field.
- Proven experience in sales, preferably in warehouse automation, material handling, or related industries.
- Strong technical acumen with the ability to translate complex concepts for non-technical audiences.
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in AutoCAD and other design tools is a plus.
- Ability to work independently and as part of a team.
- Fluency in written and spoken Mandarin is essential for communication with HQ.

Benefits:

- Fully remote work environment
- Competitive salary and commission structure.

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