



PR/158035 | Pre Sales Expert (Data Center)

## Job Information

### Recruiter

JAC Recruitment Malaysia

### Job ID

1505558

### Industry

Other (Manufacturing)

### Job Type

Permanent Full-time

### Location

Malaysia

### Salary

Negotiable, based on experience

### Refreshed

November 19th, 2024 11:40

## 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

### Responsibilities:

- To work closely with the Sales / Engineering Team and Post-Sales Team in preparing Scope of Work (SOW) whereby you will be the final owner of the SOW.
- To assist and jointly execute a hand-over meeting upon successful win to the Post-Sales Team with the Sales / Engineering Team.
- To be updated with latest changes or new product introduced by principals and/or 3rd party vendors.
- To fulfill and undergo product certification trainings as required.
- To understand and execute company's marketing strategies and understand competitors' products, services and strategies, feedback to management on plans and strategies.
- Work closely with Sales / Engineering Team in approaching new engagements/prospects to find out and document the requirements and key findings.
- Perform solution mapping and relay requirements to the Sales Team for demonstrations.
- To conduct product demonstrations with a focus on the Data Center infrastructure domain.
- To provide assistance to the Sales / Engineering Team in preparing Presentation Slides, Solution Proposals, solution BOM & Responses to RFPs and Tenders.
- To work closely with the Sales / Engineering Team to ensure prospects requirements are fulfilled whether or not third-party products are included other than what the Company provided.
- To perform research on respective solution domain technologies and how it can enhance solution or product positioning. If

there are other technologies that can value add to the position, it should also be incorporated.

**Qualifications:**

- **Bachelor's degree in Information Technology/Computer Science/Mechanic/Electrical or equivalent experience certifications preferred.**
- **Minimum of 10 years relevant working experience, ideally in data center infrastructure environment.**
- Experience with data center mechanical vendors / or electrical vendors is an added advantage
- **Experience dealing with SEA mainly China market will be advantage**
- Have good communication skills on the job understanding and problem-solving skills.
- Proven ability to work independently, effectively in an off-site environment with a tight dateline

**What you need to do now:**

Click Apply now to apply for this role or forward your updated resume dewi.muhamad@jac-recruitment.com . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

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Company Description