



## PR/158167 | Sales Engineer (Steel)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1507253

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 3rd, 2024 10:12

### 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

**Job Responsibilities**

- Being proactive in identifying and developing new business opportunities via effective selection and categorization of customers.
- Practice effective account planning, preparation and reporting by ensuring concise and effective update of reports as required by management.
- Demonstrate effective account management and development via Account analysis to establish a deep understanding of the customer's business and their problems/concerns and priorities
- Achieve sales and GP budgets through product demonstration with confidence and credibility to customers the technical and commercial benefits of our Client's products and their differentiation from the competition
- Undertake effective up to date market trend, information analysis of situations and data and thus providing feedback to management team to drive continuous improvement
- Play a key role in securing excellent, valid commercial contractual terms by Assessing and identifying opportunities to reduce commercial risk, and negotiating of appropriate contractual terms and conditions and obligations
- Collaborate with engineering team to keep tabs on post-sales feedback and support technical assistance to address customer concerns

**Job Requirements**

- Candidate with experience in Automotive/ Semiconductor/ Medical/ Aerospace for material (steel/ Special Steel/ Non-

- Ferrous)
- Candidate who is well verse in incoterms
- Able to speak English/Mandarin/ Malay
- Preferably below age 45

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## Company Description