



PR/156651 | Technical Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508790

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:17

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

About Our Client

Our client is a leading engineering solutions provider specializing in the design, build, installation, and commissioning of combustion and heating systems for a diverse range of industries and markets.

Job Responsibilities

- Monitor competitors' movement and provide marketing information and intelligence.
- Execute business strategies & formulate action plans to create potential sales pipelines.
- Renders technical consultancy & advice on Hitachi product to complete and secure project sales.
- Attends sales enquiries, tenders and/or technical clarification.
- Scrutinizes and prepares tender submission including deviations, if necessary.
- Performs market analysis, proposes competitive price structure and respectively for commercial conditions.
- Assist and support management to execute and manage on:-
 - - Daily department work
 - - Project Execution work
- Follow up with owners, M&E consultants and contractors.
- Attends tender interviews for negotiation of sales.
- Finalizes and secures tender/sales as much as possible with premiums of preferences in price and/or conditions.
- Monitors project's progress, individual customer's payment behaviors, assists credit controller in dealing with bad

paymaster.

- Obtain feedbacks including complaints/compliments from customers about company's performance

Job Requirements

- Minimum 3-5 years experiences in Industrial Sales, steam engineering, valves & pumps, burner, boiler and furnace or relevant fields
 - Trade/technical or Engineering background
 - Excellent communication skills at all levels (verbal and written, negotiation skills, pro-active, analytical, independent
 - Possess own car and willing to travel
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Company Description