



PR/158007 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508952

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:21

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:

- Analyze market trends and explore new growth opportunities.
- Maintain good relationships with our existing and new customers.
- Provide information, quotes, credit terms, and other bid specifications to clients.
- Negotiates prices, terms of sales, and/or service agreements; prepares contracts and submits orders.
- Schedule calls or visit existing or potential customers.
- Achieve objectives and sales targets set by the Management.
- Good presentation skills will be an added advantage.
- Keep management informed on the work progress by daily calls and submit weekly sales reports.

- Willing to travel within Malaysia.
- Commission based

Requirement:

- Candidate must possess at least Diploma/Degree in Mechanical engineering.
- At least 2 years of working experience in industrial sales.
- Persuasive, good presentation and negotiation skills and a good team player.
- Strong interpersonal skills to develop good working relationships at various levels.
- Communication skills, sense of responsibility, good personality.
- Fluent in language(s): Bahasa Malaysia, English & Mandarin would be an added advantage.
- Possess own transport.

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Company Description