



PR/158030 | Sales Engineer - Warehouse Storage Solutions (PJ)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508968

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

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 Klang Valley 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:

- Competitive salary and commission structure.

Company Description