



PR/157905 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512300

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 5th, 2025 14:00

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 of Client

Our client is a Japanese based trading company specializing in the manufacturing of abrasive tools using for lapping, grinding, sharpening, dressing and many other applications. Due to expansion, they are looking for the following talent joining their team.

Job Responsibilities

- Organize and manage sales team and business development team;
- Meet daily, monthly and yearly sales target;
- Create end users demand;
- Establishes sales objectives by forecasting and developing annual sales quotas for each territory;
- Establishes and adjusts selling price by monitoring costs, competitors pricing etc;
- Implement sales programs by developing field sales action plans;
- Implement sales campaign / promotion in line with the Company's objectives;

- Develop and conduct training programs and product demonstrations for dealers and specific end users.
- Ensure all monetary collection from the customers;
- Carry out marketing functions in accordance to the Company's products;
- Visit customers to create good rapport with the Company;
- Gather and compile all competitors' pricing and sales activities;
- Assist in all aspects on the Company overall sales functions;
- Perform any ad hoc assignments as assigned by immediate superior.

Job Requirements

- Candidate must possess at least Bachelor's Degree in any related fields;
- Minimum five (5) years of experience in sales management and preferably with knowledge in industrial products;
- Possess a strategic mind set with high level of integrity, ethics and results driven;
- Excellent analytical, problem solving, interpersonal and communication skills;
- Excellent participatory management skills, effective team-builder with high accountability for his/her actions;
- Required skills: Microsoft Words & Excel;
- Required language: English, Chinese, and Bahasa Malaysia.

Company Description