



## PR/158007 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1512326

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 24th, 2024 10:33

### 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