PR/158035 | Pre Sales Expert (Data Center)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1512340

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
February 5th, 2025 13:00

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

Responsibilities:
• To work closely with the Sales / Engineering Team and Post-Sales Team in preparing Scope of Work (SOW) whereby you will be the final owner of the SOW.
• To assist and jointly execute a hand-over meeting upon successful win to the Post-Sales Team with the Sales / Engineering Team.
• To be updated with latest changes or new product introduced by principals and/or 3rd party vendors.
• To fulfill and undergo product certification trainings as required.
• To understand and execute company's marketing strategies and understand competitors' products, services and strategies, feedback to management on plans and strategies.
• Work closely with Sales / Engineering Team in approaching new engagements/prospects to find out and document the requirements and key findings.
• Perform solution mapping and relay requirements to the Sales Team for demonstrations.
• To conduct product demonstrations with a focus on the Data Center infrastructure domain.
• To provide assistance to the Sales / Engineering Team in preparing Presentation Slides, Solution Proposals, solution BOM & Responses to RFPs and Tenders.
• To work closely with the Sales / Engineering Team to ensure prospects requirements are fulfilled whether or not third-party products are included other than what the Company provided.
• To perform research on respective solution domain technologies and how it can enhance solution or product positioning. If

there are other technologies that can value add to the position, it should also be incorporated.

Qualifications:
•   **Bachelor's degree in Information Technology/Computer Science/Mechanic/Electrical or equivalent experience certifications preferred.**
•   **Minimum of 10 years relevant working experience, ideally in data center infrastructure environment.**
•   Experience with data center mechanical vendors / or electrical vendors is an added advantage
•   **Experience dealing with SEA mainly China market will be advantage**
•   Have good communication skills on the job understanding and problem-solving skills.
•   Proven ability to work independently, effectively in an off-site environment with a tight dateline

What you need to do now:
Click Apply now to apply for this role or forward your updated resume dewi.muhamad@jac-recruitment.com . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

#JACMYKL
#CityPetalingJaya

Company Description