



PR/158274 | Senior Sales Engineer in Machine Vision Industry (Fully Remote Work)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512380

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:35

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

Company and Job Overview

A leading innovator in the field of machine vision technology, dedicated to providing advanced solutions that enhance industrial automation and quality control processes, is seeking a Senior Sales Engineer to join their dynamic team. This role is crucial for driving business growth and expanding market presence.

Job Responsibilities:

- Developing and executing sales strategies: Identify and pursue new business opportunities and develop strategies to achieve sales targets.
- Building and maintaining client relationships: Leverage your industry network to establish and nurture relationships with key stakeholders and decision-makers.
- Providing technical expertise: Offer in-depth technical support and guidance to clients, ensuring they understand the benefits and applications of the company's machine vision solutions.
- Conducting product demonstrations: Showcase the capabilities of the company's products through detailed demonstrations and presentations.
- Collaborating with internal teams: Work closely with the R&D, marketing, and customer support teams to ensure customer satisfaction and product alignment with market needs.
- Monitoring market trends: Stay informed about industry trends, competitor activities, and emerging technologies to provide strategic insights and recommendations.

Job Requirements:

- Bachelor's degree in engineering, Computer Science, or a related field is preferred.
- Minimum of 5 years of experience in sales, with a strong background in machine vision technology.
- Proven ability to leverage existing relationships and build new connections within the machine vision industry.
- Deep understanding of machine vision systems, including hardware and software components.
- Demonstrated success in achieving sales targets and driving business growth in technical or engineering-driven environments.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description