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
February 19th, 2025 09:00

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

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