



## PR/122679 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1514443

**Industry**

Railway, Airline, Other Transport

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

March 4th, 2025 07:00

### 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

**Job Summary:**

The Sales Engineer will be responsible for driving sales and providing technical support for marine equipment and spare parts. This role involves identifying customer needs, offering tailored solutions, and ensuring a high level of customer satisfaction through excellent service.

**Responsibilities:**

- Develop and execute sales strategies to achieve revenue targets for marine equipment and spare parts.
- Identify and engage with potential clients in the maritime industry.
- Provide technical expertise and support to customers, helping them select the right equipment and parts for their needs.
- Prepare and deliver compelling sales presentations and proposals to clients.
- Build and maintain strong relationships with customers, ensuring ongoing satisfaction and repeat business.
- Monitor market trends and competitor activities to identify new business opportunities.
- Collaborate with internal teams to ensure timely delivery and fulfillment of customer orders.
- Conduct regular follow-ups with customers to gather feedback and address any issues or concerns.

**Requirements:**

- Bachelor's degree in any Engineering major
- Proven experience in a sales role within the marine equipment and spare parts industry.

- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proficiency in MS Office (Excel, PowerPoint) and CRM software.
- Strong problem-solving and analytical skills.
- Willingness to travel and attend industry events and trade shows as needed.

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## Company Description