



## PR/158457 | Sales Enablement Specialist (Data Center)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1515584

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

January 14th, 2025 10:42

### 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

#### Sales Enablement Specialist

Our client is a world-class leader in providing innovative solutions and services in data center construction and engineering. Their mission is to deliver high-performance, scalable, and secure infrastructure for businesses across the globe.

- Part of a global network with over 100 offices worldwide.
- A trusted partner in delivering data center solutions across key markets.

#### JOB RESPONSIBILITIES:

Assist the sales team in securing deals by developing effective solutions and proposals, including:

- Responding to sales inquiries and RFPs.
- Leading sales discussions with prospects, clients, and partners alongside the Client Manager when technical expertise is needed.
- Providing technical expertise through sales presentations or data center tours.
- Creating proposal documents, quotations, Bill of Materials, and internal costing management papers.
- Helping clients make informed decisions by providing accurate information promptly.
- Collaborating with the sales team to show how proposed solutions meet or exceed client requirements.
- Acting as a technical liaison between clients and the product and operations teams to ensure supportable solutions and designs.
- Coordinating and facilitating among internal and external subject matter experts and decision-makers to:
  - Achieve common goals and positive project progress.
  - Develop reasonable, workable, and cost-effective solutions.
  - Accurately convey the scope of work for project implementation.

**JOB REQUIREMENTS:**

- At least 3 years of experience in the Data Center field.
- Proficient in designing and implementing data hall/computer room setups tailored to various IT load/cooling/data cabling demands, compliant with TIA942 Rated 3 or UPTIME Tier IV or higher.
- Competent in Microsoft Excel, Word, and PowerPoint.
- Effective communication skills in English; proficiency in Mandarin is an advantage.
- Strong public speaking and presentation skills.
- Experience with data hall/computer room fit-ups (e.g., racks, data cable trays, power feeds).
- Certified Data Centre Professional (CDCP) certification is required.
- Malaysian citizenship.
- Ability to work independently and as part of a team in a deadline-driven environment.
- Result-oriented with strong problem-solving and analytical skills.

Click Apply Now to apply for this role.

Thank you!

#LI-JACMY

#countrymalaysia

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Company Description