



## PR/158465 | Senior Export Sales Executive (HVAC / Air Conditioning)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1515590

**Industry**

Other (Manufacturing)

**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

**About our client: -**

Our client is a leading expert in the design manufacturer and installation of various type of cooling tower. They provide solution in cooling tower industry with series of product, low noise series, super low noise, compact design for space limitation, high temperature application, dirty water application and etc. They also provide after sales service and supplies spare part for the replacement market. Currently, they are looking for an export sales engineer for their expansion project.

**Location to work:** Puchong, Selangor

**Job Responsibilities**

- Penetrate new markets and identify prospective customers
- Maintain strong business relationships with both new and existing customers
- Collaborate with team members and management to develop strategies that effectively present our products to customers
- Drive sales result, ensuring quick responses to all inquiries and follow ups
- Exhibit a positive personality, strong communication skills, and the ability to work both independently and as part of a team
- Experience in HVAC and Air Conditioning product sales is an added advantage

**Accountability:**

- Maintain good business relationship with clients by providing support, guidance and recommending solutions
- Identify business opportunities through research and analysis of sales options

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Company Description