



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

February 11th, 2025 06:00

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

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