



PR/158571 | Sales Engineer - Power Transmission (Remote work)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1521576

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 11th, 2025 10:32

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

We are currently seeking an experienced **Sales Engineer** with familiarity in the energy sector to join our client remotely. Our client is a power plant equipment supplier specializing in power transmission.

Location to work: Remote

Why join us:

- Enjoy a flexible, **remote work** environment
- Collaborate with industry expert
- Work with cutting-edge power transmission technology

Job Descriptions: -

- Preparing and developing technical presentations for our client company products or services to customers.
- Understanding customer requirements, evaluating data, and providing sales support.
- Generating sales leads, following up after initial contact, securing and renewing orders, and completing the sales cycle.
- Identifying areas for improvement and communicating the issues as well as possible solutions to upper management.
- Setting and achieving sales goals and quotas.
- Developing and maintaining strong relationships with key stakeholders in the energy sector, including TNB, SEB, and SESB.

- Providing technical support and training to customers on the use and application of our their products.
- Collaborating remotely with the engineering and product development teams to ensure customer feedback is incorporated into product improvements.
- Conduct market research to identify new business opportunities
- Preparing detailed proposals and quotations for customers
- Attending industry conferences, trade shows, and networking events to promote our client products and services

Job Requirements:

- **Bachelor degree** in **Electrical Engineering** or **Mechanical Engineering**.
- Minimum **5** years of related experience in a manufacturing company.
- **Familiarity with energy sector** utilities such as **TNB, SEB, and SESB**, and **Medium Voltage (MV) distribution utilities**.
- Fluent in English & Malay conversation.
- **Strong technical knowledge of transmission and distribution products for the power industry**.
- Excellent communication and presentation skills.
- **Proven track record of achieving sales** targets and quotas.
- **Ability to work independently and remotely**
- Strong problem-solving skills and attention to detail

How to Apply: Interested candidate, please send your updated RESUME to jackson.lai@jac-recruitment.com

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#CityKualaLumpur

Company Description