



PR/158575 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1521580

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 8th, 2025 20:00

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

Sales Engineer

A top tier company from the steel strap industry is currently looking for a suitable Sales Engineer candidate to be based in the Shah Alam area. The candidate needs a blend of technical expertise and strong communication skills to effectively bridge the gap between the technical and sales teams.

JOB RESPONSIBILITIES:

- Build and sustain strong relationships with key clients, understanding their specific packaging needs.
- Offer technical expertise on packaging solutions, including product specifications, applications, and performance benefits.
- Conduct site visits and packaging assessments to recommend optimal solutions for clients.
- Create and deliver engaging sales presentations and product demonstrations.
- Work with product development and technical teams to ensure solutions meet customer requirements.
- Oversee the sales process from initial contact to post-sale support, ensuring a seamless customer experience.
- Negotiate contracts, pricing, and terms to close deals and meet sales targets.

JOB REQUIREMENTS:

- Diploma or Bachelor's degree in Engineering, Mechanical, Business, or a related field.
- 1-3 years of sales experience, ideally in the industrial packaging or manufacturing sectors.
- Excellent skills in communication, presentation, and negotiation especially in **Mandarin**.
- Demonstrated success in meeting sales targets and driving business growth.
- Ability to comprehend complex technical specifications and convert them into customer-friendly solutions.
- Self-driven, results-oriented, and capable of working independently as well as part of a team.
- Proficiency in Microsoft Office Suite.
- Willingness to travel as required to meet clients and conduct site assessments.
- **Location of work:** Shah Alam.

Click Apply Now to apply for this role.

Thank you!

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#countrymalaysia

Company Description