



PR/158660 | Regional Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1524514

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 1st, 2025 18:00

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

Company and Job Overview

A leading company in providing cutting-edge semiconductor machinery and industrial equipment, is seeking a motivated and technically adept Regional Sales Engineer to join our team. The ideal candidate will be responsible for promoting and selling company products, providing excellent after-sales service, and maintaining strong relationships with clients. This role requires a combination of sales expertise and technical knowledge to support and guide customers effectively.

Job Responsibilities:

- Responsible for sales and promotion of company products.
- Engage in calls through phone, email, and in person, ensuring excellent after-sales service and communication with customers.
- Identify new potential customers and generate leads.
- Maintain relationships with clients by providing support, information, and guidance.
- Quickly grasp product knowledge and become comfortable with technical aspects.
- Provide technical consultation and product demonstrations to customers.
- Attend industry events, exhibitions, and networking sessions to generate leads.

Job Requirements:

- Diploma/Degree in Engineering, Business, or a related field.
- 1-3 years of sales experience in cutting tools, machining solutions, or industrial equipment (Fresh graduates with

- strong motivation are encouraged to apply).
- Strong communication and negotiation skills.
- Ability to travel within the assigned region and occasionally overseas.

Compensation & Benefits:

- Hybrid/flexible working arrangements.
- Medical and insurance coverage.
- Optical and dental coverage.
- Fixed bonus and attractive performance bonus
- Well-organized career advancement plan.

Company Description