



PR/158691 | SALES APPLICATION ENGINEER

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1526036

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 8th, 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

JOB RESPONSIBILITIES

- To drive business growth from technical and engineering solutions aspects.
- To penetrate set of target business development engaging the target customers' technical team to propose manufacturing applications and solutions through company's products (short & long term).
- To strategize business development plans based on technical solutions for specific projects and relevant market sectors.
- Monitors, reports, and analyses progress in achieving defined objectives in the business development plan.
- To understand competitive landscape, conduct products' analysis and develop strategies to win market share from competition.
- To attend manufacturing / engineering conference and exhibition events to understand market demands and connect with business prospects.

JOB REQUIREMENTS

- Possesses Bachelor's Degree / Diploma in Engineering, Business, Marketing or equivalent, with strong technical aptitude.
- Have at least 5 years of sales / business development experience, preferably in solution sales of direct materials, precision components or products into engineered assemblies and applications.
- Proven success in business development and ability to penetrate to new target business segments.
- Knowledge in CRM system to record and track objectives, strategies, and tactics.
- Strong sales network in manufacturing and engineering field.
- Able to develop and present solutions to customers independently.

Interested candidates are welcomed to apply online or contact us for more details.

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Company Description