



PR/158654 | Sales Engineer (Industrial Products)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1534468

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 22nd, 2025 15:01

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

A leading multinational company that manufactures industrial use power transmission components and equipment is looking for a **Sales Engineer** to join their team. Their products include cam clutches, sprockets, shaft couplings, safety devices, toothed belts, pulleys etc.

Location: Shah Alam, Selangor

Responsibilities: -

- Develop and implement effective sales strategies to achieve company's sales goals and objectives.
- Identify new business opportunities and develop strategic plans to expand the customer base and increase market share.
- Build and maintain strong relationships with key clients, understanding their needs, and ensuring customer satisfaction.
- Conduct market research and analysis to identify emerging trends, customer preferences, and competitive activities.
- Collaborate with other departments, such as marketing and product development, to align sales strategies with overall company objectives.

Requirements:

- Diploma or Degree in **Mechanical Engineering**, or a related field.
- Preferably 1- 2 years of experience in a similar sales role.
- Fresh graduates with a passion in sales can be considered.
- Exceptional communication and negotiation skills, with the ability to build and maintain relationships with clients at various levels.
- Results-oriented mindset, with a demonstrated ability to meet or exceed sales targets and drive revenue growth.
- Knowledge of the industry, market dynamics, and competitor landscape.

Company Description