



## PR/157869 | Senior Sales Engineer

## 募集職種

## 人材紹介会社

ジェイエイシーリクルートメント マレーシア

## 求人ID

1505324

## 業種

その他（メーカー）

## 雇用形態

正社員

## 勤務地

マレーシア

## 給与

経験考慮の上、応相談

## 更新日

2024年11月19日 11:35

## 応募必要条件

## 職務経験

3年以上

## キャリアレベル

中途経験者レベル

## 英語レベル

ビジネス会話レベル

## 日本語レベル

ビジネス会話レベル

## 最終学歴

短大卒：準学士号

## 現在のビザ

日本での就労許可は必要ありません

## 募集要項

## Senior Sales Engineer

An established Malaysia's leading authority in the design, manufacture, and installation of high-performance cooling towers is looking for Senior Sales Engineer to join their organization.

## Key Responsibilities of Senior Sales Engineer:

- Analyzing market trends and identifying new growth opportunities.
- Cultivating and maintaining strong relationships with both existing and potential customers.
- Providing clients with detailed information, quotes, credit terms, and bid specifications.
- Negotiating pricing, sales terms, and service agreements; preparing contracts and processing orders.
- Scheduling and conducting calls or visits to current and prospective customers.
- Meeting or exceeding sales objectives and targets set by management.
- Demonstrating strong presentation skills is advantageous.
- Keeping management updated on progress through daily calls and submitting weekly sales reports.

## Key Requirements:

- The candidate should hold at least a Diploma or Degree in Mechanical Engineering.
- A minimum of 2 years' experience in industrial sales is required.
- Strong persuasive abilities, presentation, and negotiation skills are essential, along with being a good team player.
- Excellent interpersonal skills are necessary for building effective relationships across various levels.

- Good communication skills, a sense of responsibility, and a positive personality are important.
- Fluency in Bahasa Malaysia and English is required; proficiency in Mandarin is a plus.
- Must have own transportation.

**Benefit:**

- Competitive incentive package.
- Opportunity for career growth and development.
- Training and mentorship from experienced professionals.

If this opportunity sounds of interest to you then please send your resume to the quick apply button at the bottom of this page.

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会社説明