



## PR/158023 | Sales Engineer - Warehouse Storage Solutions

## 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

1505330

## 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

A leading provider of AI-driven warehouse storage solutions, including ASRS, four-way shuttle intelligent storage systems, radio shuttles, and racking, is on the lookout for a dynamic Sales Engineer to spearhead market penetration in the Northern Region. The ideal candidate will have a strong background in sales and a deep understanding of warehouse automation solutions.

**Main responsibilities of the Sales Engineer role:**

- Market Development: Identify and target new business opportunities within the Northern Region to expand market presence.
- Client Engagement: Build and maintain strong relationships with key stakeholders, including decision-makers and influencers in target organizations.
- Solution Selling: Collaborate with clients to understand their needs and deliver customized solutions that leverage our AI-based warehouse systems.
- Technical Expertise: Provide in-depth product knowledge and technical support during the sales process, including product demonstrations and presentations.
- Sales Strategy: Develop and implement effective sales strategies to achieve and exceed sales targets.
- RFP/RFI Management: Manage all technical aspects of Requests for Proposals (RFPs) and Requests for Information (RFIs) to ensure comprehensive responses.
- Collaboration: Work closely with application engineers and other internal teams to design solutions that meet

customer specifications.

- Market Insights: Stay informed about industry trends, competitor activities, and market demands to identify opportunities for growth.
- Reporting: Track and report on sales performance, customer feedback, and market trends to senior management

**Key Requirements:**

- Bachelor's degree in Engineering, Business, or a related field.
- Proven experience in sales, preferably in warehouse automation, material handling, or related industries.
- Strong technical acumen with the ability to translate complex concepts for non-technical audiences.
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in AutoCAD and other design tools is a plus.
- Ability to work independently and as part of a team.
- Fluency in written and spoken Mandarin is essential for communication with HQ.

**Benefits:**

- Fully remote work environment
- Competitive salary and commission structure.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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会社説明