



## PR/156651 | Technical 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

1508790

#### 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12月11日 15:17

### 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

#### About Our Client

Our client is a leading engineering solutions provider specializing in the design, build, installation, and commissioning of combustion and heating systems for a diverse range of industries and markets.

#### Job Responsibilities

- Monitor competitors' movement and provide marketing information and intelligence.
- Execute business strategies & formulate action plans to create potential sales pipelines.
- Renders technical consultancy & advice on Hitachi product to complete and secure project sales.
- Attends sales enquiries, tenders and/or technical clarification.
- Scrutinizes and prepares tender submission including deviations, if necessary.
- Performs market analysis, proposes competitive price structure and respectively for commercial conditions.
- Assist and support management to execute and manage on:-
  - - Daily department work
  - - Project Execution work
- Follow up with owners, M&E consultants and contractors.
- Attends tender interviews for negotiation of sales.
- Finalizes and secures tender/sales as much as possible with premiums of preferences in price and/or conditions.
- Monitors project's progress, individual customer's payment behaviors, assists credit controller in dealing with bad

paymaster.

- Obtain feedbacks including complaints/compliments from customers about company's performance

**Job Requirements**

- Minimum 3-5 years experiences in Industrial Sales, steam engineering, valves & pumps, burner, boiler and furnace or relevant fields
- Trade/technical or Engineering background
- Excellent communication skills at all levels (verbal and written, negotiation skills, pro-active, analytical, independent
- Possess own car and willing to travel

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会社説明