



## PR/158030 | Sales Engineer - Warehouse Storage Solutions (PJ)

## 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

1512339

## 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24日 10:33

## 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 Klang Valley 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:**

- Competitive salary and commission structure.

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会社説明