



PR/122679 | 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 インドネシア

求人ID

1514443

業種

鉄道・航空・その他旅客輸送サービス

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2025年04月15日 17:00

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

Job Summary:

The Sales Engineer will be responsible for driving sales and providing technical support for marine equipment and spare parts. This role involves identifying customer needs, offering tailored solutions, and ensuring a high level of customer satisfaction through excellent service.

Responsibilities:

- Develop and execute sales strategies to achieve revenue targets for marine equipment and spare parts.
- Identify and engage with potential clients in the maritime industry.
- Provide technical expertise and support to customers, helping them select the right equipment and parts for their needs.
- Prepare and deliver compelling sales presentations and proposals to clients.
- Build and maintain strong relationships with customers, ensuring ongoing satisfaction and repeat business.
- Monitor market trends and competitor activities to identify new business opportunities.
- Collaborate with internal teams to ensure timely delivery and fulfillment of customer orders.
- Conduct regular follow-ups with customers to gather feedback and address any issues or concerns.

Requirements:

- Bachelor's degree in any Engineering major
- Proven experience in a sales role within the marine equipment and spare parts industry.

- Excellent communication, negotiation, and presentation skills.
 - Ability to work independently and as part of a team.
 - Proficiency in MS Office (Excel, PowerPoint) and CRM software.
 - Strong problem-solving and analytical skills.
 - Willingness to travel and attend industry events and trade shows as needed.
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会社説明