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PR/158457 | Sales Enablement Specialist (Data Center)

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
1515584

業種
土木

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
2025年01月28日 00:00

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

Sales Enablement Specialist

Our client is a world-class leader in providing innovative solutions and services in data center construction and engineering. Their mission is to deliver high-performance, scalable, and secure infrastructure for businesses across the globe.

- Part of a global network with over 100 offices worldwide.

- A trusted partner in delivering data center solutions across key markets.

JOB RESPONSIBILITIES:

Assist the sales team in securing deals by developing effective solutions and proposals, including:

- Responding to sales inquiries and RFPs.

- Leading sales discussions with prospects, clients, and partners alongside the Client Manager when technical expertise is needed.

- Providing technical expertise through sales presentations or data center tours.

- Creating proposal documents, quotations, Bill of Materials, and internal costing management papers.

- Helping clients make informed decisions by providing accurate information promptly.

- Collaborating with the sales team to show how proposed solutions meet or exceed client requirements.

- Acting as a technical liaison between clients and the product and operations teams to ensure supportable solutions and designs.

- Coordinating and facilitating among internal and external subject matter experts and decision-makers to:

- Achieve common goals and positive project progress.

- Develop reasonable, workable, and cost-effective solutions.

- Accurately convey the scope of work for project implementation.

JOB REQUIREMENTS:

- At least 3 years of experience in the Data Center field.

- Proficient in designing and implementing data hall/computer room setups tailored to various IT load/cooling/data cabling demands, compliant with TIA942 Rated 3 or UPTIME Tier IV or higher.

- Competent in Microsoft Excel, Word, and PowerPoint.

- Effective communication skills in English; proficiency in Mandarin is an advantage.

- Strong public speaking and presentation skills.

- Experience with data hall/computer room fit-ups (e.g., racks, data cable trays, power feeds).

- Certified Data Centre Professional (CDCP) certification is required.

- Malaysian citizenship.

- Ability to work independently and as part of a team in a deadline-driven environment.

- Result-oriented with strong problem-solving and analytical skills.

Click Apply Now to apply for this role.

Thank you!

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会社説明

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