



PR/158575 | 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

1521580

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

2025年02月11日 10:32

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 Engineer

A top tier company from the steel strap industry is currently looking for a suitable Sales Engineer candidate to be based in the Shah Alam area. The candidate needs a blend of technical expertise and strong communication skills to effectively bridge the gap between the technical and sales teams.

JOB RESPONSIBILITIES:

- Build and sustain strong relationships with key clients, understanding their specific packaging needs.
- Offer technical expertise on packaging solutions, including product specifications, applications, and performance benefits.
- Conduct site visits and packaging assessments to recommend optimal solutions for clients.
- Create and deliver engaging sales presentations and product demonstrations.
- Work with product development and technical teams to ensure solutions meet customer requirements.
- Oversee the sales process from initial contact to post-sale support, ensuring a seamless customer experience.
- Negotiate contracts, pricing, and terms to close deals and meet sales targets.

JOB REQUIREMENTS:

- Diploma or Bachelor's degree in Engineering, Mechanical, Business, or a related field.
- 1-3 years of sales experience, ideally in the industrial packaging or manufacturing sectors.
- Excellent skills in communication, presentation, and negotiation especially in **Mandarin**.
- Demonstrated success in meeting sales targets and driving business growth.
- Ability to comprehend complex technical specifications and convert them into customer-friendly solutions.
- Self-driven, results-oriented, and capable of working independently as well as part of a team.
- Proficiency in Microsoft Office Suite.
- Willingness to travel as required to meet clients and conduct site assessments.
- **Location of work:** Shah Alam.

Click Apply Now to apply for this role.

Thank you!

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会社説明