



PR/158691 | SALES APPLICATION 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

1526036

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03月11日 10:44

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 RESPONSIBILITIES

- To drive business growth from technical and engineering solutions aspects.
- To penetrate set of target business development engaging the target customers' technical team to propose manufacturing applications and solutions through company's products (short & long term).
- To strategize business development plans based on technical solutions for specific projects and relevant market sectors.
- Monitors, reports, and analyses progress in achieving defined objectives in the business development plan.
- To understand competitive landscape, conduct products' analysis and develop strategies to win market share from competition.
- To attend manufacturing / engineering conference and exhibition events to understand market demands and connect with business prospects.

JOB REQUIREMENTS

- Possesses Bachelor's Degree / Diploma in Engineering, Business, Marketing or equivalent, with strong technical aptitude.
- Have at least 5 years of sales / business development experience, preferably in solution sales of direct materials, precision components or products into engineered assemblies and applications.
- Proven success in business development and ability to penetrate to new target business segments.
- Knowledge in CRM system to record and track objectives, strategies, and tactics.
- Strong sales network in manufacturing and engineering field.
- Able to develop and present solutions to customers independently.

Interested candidates are welcomed to apply online or contact us for more details.

#LI-JACMY
#statejohor

会社説明