



## PR/158654 | Sales Engineer (Industrial Products)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1536632

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 30th, 2025 16:03

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

A leading multinational company that manufactures industrial use power transmission components and equipment is looking for a **Sales Engineer** to join their team. Their products include cam clutches, sprockets, shaft couplings, safety devices, toothed belts, pulleys etc.

**Location:** Shah Alam, Selangor

**Responsibilities: -**

- Develop and implement effective sales strategies to achieve company's sales goals and objectives.
- Identify new business opportunities and develop strategic plans to expand the customer base and increase market share.
- Build and maintain strong relationships with key clients, understanding their needs, and ensuring customer satisfaction.
- Conduct market research and analysis to identify emerging trends, customer preferences, and competitive activities.
- Collaborate with other departments, such as marketing and product development, to align sales strategies with overall company objectives.

**Requirements:**

- Diploma or Degree in **Mechanical Engineering**, or a related field.
  - Preferably 1- 2 years of experience in a similar sales role.
  - Fresh graduates with a passion in sales can be considered.
  - Exceptional communication and negotiation skills, with the ability to build and maintain relationships with clients at various levels.
  - Results-oriented mindset, with a demonstrated ability to meet or exceed sales targets and drive revenue growth.
  - Knowledge of the industry, market dynamics, and competitor landscape.
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## Company Description