



PR/158864 | Consulting Sales Engineer

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1536754

Industry

Electric Power, Gas, Water

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:04

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

Company and Job Overview

A global leader in factory automation and advanced sensing seeking driven and customer-focused Sales Engineers. This role offers an exciting opportunity to engage with clients across diverse manufacturing sectors, providing tailored consultancy services for the company high-quality products.

Key Responsibilities

- Promote and offer consultancy services for company products, focusing on Quality Assurance/Quality Control, Production Engineering, and Research & Development across various manufacturing industries.
- Manage the full sales cycle, including discovering, developing, proposing, negotiating, and closing deals.
- Actively qualify potential customers over the phone to schedule appointments.
- Visit prospective customers and conduct product demonstrations directly for end users.

- Utilize customer insights and application testing to present tailored solutions and persuade them to purchase company products.
- Handle sales of specific product lines within the assigned territory.
- Regularly review and analyze individual sales performance to ensure sustainable achievement of targets.
- Attend team meetings and participate in training sessions to enhance sales skills and product application knowledge.

Job Requirements

- Bachelor's Degree/Postgraduate Diploma/Professional Degree in any field, preferably in Engineering.
- Required languages: Mandarin, English, and Bahasa Malaysia.
- Fluency in Mandarin is preferred, as the role involves interacting with Mandarin-speaking clients.
- No prior work experience required; fresh graduates are welcome to apply.
- Candidates should have their own vehicle.
- Preference for candidates who can start working in June 2025.
- Must be able to work onsite at our Bayan Lepas, Penang office.
- Preference for candidates with no more than 2 years of work experience.
- Role requires carrying heavy equipment for certain positions.

Benefits

- Comprehensive training to enhance technical knowledge and sales skills.
- A collaborative and supportive team culture.
- Opportunities for career advancement within a global organization.

Company Description