



JAC Recruitment

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Indonesia

PR/122943 | Sales Engineer

Job Information

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

1538151

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:11

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

Requirements:

- Bachelor's degree in Engineering (Mechanical, Chemical, Industrial, or related field) is highly preferred.
- Proven track record of success in technical sales, preferably within the industrial sector.
- Strong understanding of vacuum technology principles and applications.
- Experience selling industrial equipment or related technical products is a significant advantage.
- Excellent communication, presentation, and interpersonal skills.
- Self-motivated, results-oriented, and able to work independently.
- Proficiency in Microsoft Office Suite.
- Fluency in English is essential.
- Valid driver's license and willingness to travel within the assigned territory.

Responsibilities:

- Develop and execute strategic sales plans to achieve and exceed sales targets within your assigned territory.
- Identify and qualify potential customers in various industrial sectors (e.g., manufacturing, pharmaceuticals, food

processing, etc.).

- Conduct thorough needs analyses to understand customer requirements and technical specifications.
- Prepare compelling technical proposals and quotations, ensuring they align with customer needs and our product offerings.
- Provide technical support and application guidance to customers throughout the sales process.
- Build and maintain strong relationships with key decision-makers and influencers within customer organizations.
- Stay up-to-date with industry trends, competitor activities, and new product developments in vacuum technology.
- Maintain accurate sales records and provide regular reports on sales activities and progress.

Company Description