



PR/158962 | Sales Engineer

Job Information

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

1541032

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:40

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 & Job Overview

A leading global multinational company specializing in fire, water, and storm damage restoration, mold remediation, reconstruction, and contents restoration is seeking a committed Sales Engineer to join its pioneer team.

In this role, you will play a key part in driving business growth by identifying restoration needs, fostering strong client relationships, and converting sales opportunities. As a trusted advisor, you will provide technical expertise and tailored recovery solutions while leading business expansion efforts.

The ideal candidate has a strong technical sales background, a proactive approach to business development, and the ability to work independently. This role requires occasional travel.

Key Responsibilities

- Establish and maintain strong relationships with insurers, loss adjusters, brokers, and semiconductor industries.
- Identify and pursue new sales opportunities within these industries.
- Conduct site visits, client meetings, and technical presentations to assess customer needs.
- Prepare and submit proposals, quotations, and tender documents, ensuring strategic pricing and positioning.
- Track project status, quotations, and customer needs to actively secure orders.
- Collaborate with engineering, service, and administrative teams for seamless order processing and project execution.

- Achieve or exceed individual sales targets, contributing to overall company growth.
- Monitor market trends, competitor activities, and industry developments to refine sales strategies.
- Provide timely and accurate reports on sales activities, forecasts, and pipeline performance.

Key Requirements

- Diploma or Degree in Engineering (Mechanical, Electrical, or related fields), Business, or equivalent.
- 1 to 2 years of experience in sales or engineering-related industries (Candidates with strong sales acumen and a target-driven mindset are encouraged to apply).
- Experience working with insurers, loss adjusters, brokers, and semiconductor companies is a plus.
- Strong negotiation, communication, and presentation skills for effective client engagement.
- Self-motivated, independent, and results-driven in a competitive sales environment.
- Valid driving license and own vehicle—willingness to travel when required.
- Fluent in Malay, English, and Mandarin (preferred for client communications).

Benefits

- Training and development programs to enhance technical and sales expertise.

Company Description