



PR/159018 | Sales Engineer

Job Information

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

1541072

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:41

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:

An established company in the engineering and industrial solutions sector is seeking a dynamic and results-driven Sales Engineer to join its growing team. In this role, you will be responsible for developing and maintaining strong relationships with customers across HVAC, water treatment, utilities, and semiconductor industries. This position requires technical sales experience, a proactive approach to business development, and the ability to work independently, with occasional travel as needed.

Key Responsibilities

- Establish and maintain strong relationships with contractors, consultants, developers, and end users.
- Identify and pursue new sales opportunities within HVAC, water treatment, government entities, plumbing contractors, developers, or semiconductor industries.
- Conduct site visits, client meetings, and technical presentations to understand customer requirements.
- Prepare and submit proposals, quotations, and tender documents, ensuring competitive pricing and strategic positioning.
- Track project status, quotations, and customer needs, actively working to secure orders.
- Collaborate with engineering, service, and administration teams to ensure smooth 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 to management 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 in handling HVAC contractors, water treatment firms, government bodies (e.g., JPS), plumbing contractors, developers, or semiconductor companies is a plus.
- Strong negotiation, communication, and presentation skills to engage with clients effectively.
- Self-motivated, independent, and results-driven with the ability to work in a competitive sales environment.
- Possess a valid driving license and own vehicle—willingness to travel when required.
- Fluent in Malay, English, and Mandarin (preferred for client communications).

Benefit

- Attractive incentive plans rewarding high performance.
- Company-sponsored trips overseas for team-building and exposure.
- Young, energetic team environment, fostering collaboration and innovation.
- Training and development to enhance technical and sales expertise.

Company Description