



JAC Recruitment

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Indonesia

## PR/122943 | Sales Engineer

### Job Information

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

1541743

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 3rd, 2025 05:00

### 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.

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## Company Description