



PR/159144 | Sales Engineer

Job Information

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

1544067

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 00:00

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

COMPANY OVERVIEW

A leading global company specializing in the sales of high-precision machinery and advanced automation technology for the manufacturing industry worldwide. As part of its expansion into Southeast Asia, with a newly established office in Malaysia, the company is seeking a Sales Engineer to join its team in Kuala Lumpur.

JOB RESPONSIBILITIES

- Drive sales growth by expanding business volume, deepening engagement with existing accounts, and acquiring new customers in Malaysia
- Maintain strong, professional relationships with assigned accounts.

- Design and implement sales strategies, fostering long-term business relationships.
- Achieve individual sales targets in alignment with the company's overall sales objectives.
- Identify and cultivate new client opportunities and new market segments for business expansion.
- Prepare sales forecasts and analytical reports to support strategic decision-making.
- Build and maintain strong customer relationships by understanding client needs, driving market development
- Engage in customer communication, negotiation, and business facilitation, ensuring seamless project execution
- Conduct regular visits to key customers, continuously enhancing and maintaining long-term partnerships.

JOB REQUIREMENTS

- Degree in Manufacturing / Mechanical Engineering or related discipline
- Solid experience in sales or business development within the general machinery or automation in the manufacturing sector
- Mandarin proficiency will be advantageous

Thank you!

#LI-JACMY

#countrymalaysia

Company Description