



## PR/158962 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1548307

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

August 6th, 2025 11:01

### 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.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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