



PR/159299 | Senior Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1551943

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 26th, 2025 07:00

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 company in the industrial engineering sector is hiring for a Senior Sales Engineer position in Johor. This organization offers a dynamic environment ideal for professionals eager to grow under the guidance of experienced mentors. With a strategic blend of multinational planning and local market expertise, the company provides a strong foundation for success in sales across various industries including general manufacturing, palm oil, oil & gas, food & beverage, petrochemical, and power.

JOB RESPONSIBILITIES

- Collaborate with management to prepare annual sales budgets and project forecasts.
- Interpret customer specifications and propose suitable products and solutions aligned with sales goals.
- Build trusted relationships with key clients to understand business needs and project requirements.
- Identify and manage project sales opportunities within assigned territories.
- Deliver technical presentations, proposals, and tenders to prospective clients.

- Negotiate and finalize project sales agreements in coordination with management.
- Oversee end-to-end sales and project order management, escalating critical issues when necessary.
- Generate and follow up on high-quality sales leads.
- Stay updated on industry trends, competitor activities, and market developments.

JOB REQUIREMENTS

- Possesses Bachelor's Degree / Diploma in Engineering, Business, Marketing or equivalent, with strong technical aptitude.
- Have at least 5 years of sales / business development experience, preferably in engineering products or industrial equipment.
- Strong communication skills and a positive, sales-oriented attitude.

Interested candidates are welcomed to apply online or contact us for more details.

#LI-JACMY
#statejohor

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Company Description