



マレーシアの求人なら
JAC Recruitment Malaysia

PR/159508 | SENIOR SALES ENGINEER (INDUSTRIAL EQUIPMENT)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1556744

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 05:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A company in the industrial equipment sector is hiring for a Senior Sales Engineer position. Specializing in precision instruments and weighing solutions, the company offers a dynamic environment where technical expertise and customer engagement drive innovation and success. This role is ideal for professionals who thrive on delivering value through advanced technology and strong client relationships.

JOB RESPONSIBILITIES

- Manage and grow existing customer accounts while maintaining accurate sales pipelines.
- Identify and develop new business opportunities through strategic sales planning and customer engagement.
- Present technical and product information to customers, supporting them through the evaluation and decision-making process.
- Collaborate with the Business Area Manager on marketing campaigns and lead generation activities.
- Drive and manage project pipelines, ensuring alignment with customer requirements and timelines.
- Act as a key technical advisor, communicating compliance standards and product value propositions.
- Represent the company at industry events and provide technical training to customer teams.
- Prepare cost estimates and conduct cost-benefit analyses to support customer decision-making.

JOB REQUIREMENTS

- Possess Bachelor's Degree or Diploma in Electrical, Mechanical Engineering, or a related field.
- Preferably with at least 5 years of technical sales experience for Industrial Equipment or Engineering products.
- Strong communication and technical sales solution skills.

Interested candidates are welcomed to apply online.

#LI-JACMY
#statejohor

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description