



PR/159662 | SALES ENGINEER

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1561507

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 08:01

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 and Job Overview

A globally recognized manufacturer and supplier of analytical instrument is looking for a highly disciplined and committed service engineer to strengthen its service team. As a successful Sales Engineer, you are responsible for diagnosing and repairing equipment issues, performing routine maintenance, and delivering operational training to users.

Job Responsibility

- Manage assigned customers and product portfolios to ensure customer satisfaction and achieve sales targets.
- Build and maintain strong customer relationships by understanding their needs, explaining product specifications, and providing tailored solutions.
- Operate primarily within the designated territory (Southern region).
- Drive the sales process from initial engagement to order closure.

- Deliver technical presentations to customers, demonstrating product functionality and value.
- Independently manage key accounts with minimal supervision.
- Identify and pursue new business opportunities by engaging potential clients and fostering relationships.
- Exhibit a positive attitude and contribute effectively as a team player.
- Demonstrate strong organizational skills in managing the sales territory and planning daily sales activities.

Job Requirements

- Bachelor's degree in Science, preferably in Chemistry.
- **Minimum 2–3 years of sales experience, with a strong background in laboratory analytical instrumentation. Experience with GCMS is an added advantage.**
- Excellent command of English, both written and spoken.
- Possess own transport and willing to travel domestically and internationally.
- Proficient in Microsoft Office applications, including Outlook, Word, PowerPoint, Excel, and CRM systems.
- Self-motivated, goal-oriented, and committed to delivering results.

#LI-JACMY
#countrymalaysia

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Company Description