



## PR/159980 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1572193

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2026 15:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### COMPANY OVERVIEW

Leading provider of end-to-end data centre infrastructure solutions is seeking a **Sales Engineer** to join the team. This role involves driving sales growth in domestic markets by building strong customer relationships and delivering tailored solutions to meet client needs.

#### JOB RESPONSIBILITIES

- Grow sales opportunities by identifying and developing business in critical applications and data centre infrastructure.
- Meet revenue and sales targets, including cross-selling and upselling solutions to customers.
- Create and manage account plans to support strategic goals such as revenue growth and market expansion.
- Maintain accurate sales pipeline updates, including forecasts and customer buying plans.

- Build strong customer relationships and lead proposal creation, negotiations, and deal closure.

#### JOB REQUIREMENTS

- Bachelor's degree in engineering or a related technical field.
- At least 5 years in technical sales, including 3 years in power distribution or cooling systems.
- Strong knowledge of data centre infrastructure (power, cooling, racks, monitoring software).
- Familiar with IT systems such as servers, networks, storage, databases, or cloud technologies.

#LI-JACMY

#countrymalaysia

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