



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

April 7th, 2026 14:00

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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Company Description