



PR/159986 | Sales Engineer (Grid / Power Systems)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1572197

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 10th, 2026 11:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is one of the market leaders in the power generation sector providing generators, turbines, transformers, and associated power infrastructure. We are looking for pure sales candidate and must understand grid systems technically and comfortable discussing solutions with utilities, EPCs and engineers. Candidate with utility / EPC exposure and hands on bidding experience will stand out.

Responsibilities: -

- Develop and grow new business opportunities in power grid / utility projects (local & regional)
- Manage pre-bidding, bidding and proposal preparation until PO award
- Work closely with engineering, factories and vendors to propose suitable technical solutions
- Conduct client meetings, site visits and technical presentations
- Support sales forecasting, reporting and pipeline management

- Maintain strong relationships with utilities, EPCs and key stakeholders

Requirements:

- Bachelor Degree in Engineering (Electrical or related)
- 3-5 years experience in grid / power systems business
- Exposure to 132kV & above equipment (Transformer, GIS, HV primary equipment)
- Good command of English (Mandarin is an advantage)
- Strong communication, coordination and presentation skills
- Willing to travel locally / overseas when required

#LI-JACMY

#Countrymalaysia

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Company Description