



PR/160000 | Sales Engineer

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1572205

Industry

Other (Trade)

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

Fluent

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 reputable trading company specializing in machinery and equipment for factories (domestic and import/export) is seeking a Sales Engineer due to business expansion.

Job Responsibilities

- Conduct sales presentations, prepare and issue quotations, negotiate contracts, and manage delivery processes for machinery and equipment supplied to factories across various industries (automotive, food, chemical, pharmaceutical, electrical, petrochemical, etc.)
- Support senior sales staff in preparing quotations and proposals as part of on-the-job training before transitioning into a full sales role
- Handle sales and support activities related to Biomass Fuels (wood pellets, PKS, EFB pellets)

- Manage export sales to Japan and ASEAN markets, including supplier research, price negotiation, quality checks, and shipment coordination
- Develop new customers and source new suppliers to expand business opportunities

Job Requirements

- Degree in Mechanical Engineering, Electrical Engineering, Business, Marketing, or a related field
- At least 3 years of industrial sales experience, preferably in selling machinery and equipment
- Ability to prepare quotations and proposals, and to handle contract negotiations professionally
- Strong customer service mindset with the ability to build and maintain long-term client relationships
- Able to support export sales activities (Japan & ASEAN), including price negotiations and shipment coordination
- Positive attitude with a willingness to travel both locally and internationally
- Applicants should be Malaysian citizens or hold relevant residency status

Interested applicants, feel free to click **APPLY NOW**

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#countrymalaysia

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Company Description