



PR/160124 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1577563

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 13:00

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

We are partnering with a leading company dealing in air-conditioning refrigeration equipment, spare parts and accessories to look for a dynamic Sales Engineer – Refrigeration & Air-Cond Project Sales.

Hybrid working arrangement.

Job Responsibilities

- Responsible to achieve sales target by executing sales plan (Refrigeration & Air-Cond project).
- Opening up new markets and new customers.
- Develop and maintain good relationship with existing customers for continual growth.

- Seek and study opportunity for new products for the market.
- Timely submission of sales activities and forecasting report.
- To monitor debtors account and follow up collection plan.

Job Requirements

- Bachelor's degree in Engineering and/or related technical fields.
- Good command of English and conversational in BM or Mandarin.
- At least 1-3-year sales experience is preferred.
- Experience in Air-Cond / Refrigeration / System sales / or parts sales will be advantageous.
- Passionate in opening up new markets, creating new opportunity and leading team.
- Resilient, energetic, hardworking and pleasant personality.
- Possess car & driving license.

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Company Description