



## 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**

February 10th, 2026 10:22

### 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.

#LI-JACMY  
#STATEKL

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

---

#### **Company Description**