



## 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**

June 2nd, 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