



## PR/160324 | Senior Sales Engineer - HVAC Industry (Chiller)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1584354

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 28th, 2026 12:01

### 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 OVERVIEW

A leading provider of energy efficient HVAC solutions is seeking a **Senior Sales Engineer** to join the team. This role involves driving HVAC sales growth in APAC markets by developing strategies, managing key relationships, providing technical support, identifying new opportunities, and ensuring smooth project execution.

#### JOB RESPONSIBILITIES

- Develop and execute strategic sales plans to achieve revenue and market share targets across APAC export markets (excluding China and India).
- Establish and maintain strong relationships with distributors, consultants, and contractors to ensure long-term business development and customer loyalty.
- Prepare and present technical proposals, provide engineering support for tenders and projects, and ensure solutions meet client specifications and standards.
- Conduct market research, analyse trends, and uncover new business opportunities to expand product penetration and

- competitive positioning.
- Coordinate with internal teams for seamless order processing, project execution, and after-sales support to deliver superior customer experience.

#### JOB REQUIREMENTS

- Degree in Mechanical Engineering or HVAC Engineering.
- 5 - 8 Years of Technical Sales Experience in HVAC Systems, demonstrated success in technical sales, ability to manage complex projects and deliver results in the HVAC industry.
- Skilled in presenting technical solutions clearly, building trust with stakeholders, and driving successful contract negotiations.
- Familiar with international business practices and committed to frequent travel across APAC markets to support business growth.

#LI-JACMY

#countrymalaysia

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Company Description