



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

June 9th, 2026 06:00

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

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