

PR/160635 | Senior Sales Engineer - Modernization

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1599340

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 31st, 2026 13:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

COMPANY OVERVIEW

An established global elevator and escalator company is seeking a **Senior Modernization Sales Engineer** to be based in Malaysia.This role focuses on driving modernization (MOD) business growth, managing client relationships, and positioning the company as a preferred partner for lift upgrade and modernization solutions.

JOB RESPONSIBILITIES

Business Development & Sales

- Drive modernization (MOD) sales and achieve assigned targets
- Identify upgrade opportunities in existing portfolios and new client bases
- Prepare tender submissions and participate in negotiations [Sales Engineer

- Follow up on project pipelines and convert leads into sales orders
- Promote company solutions to building owners, consultants, and contractors

Customer & Stakeholder Management

- Build and maintain strong relationships with customers and key stakeholders
- Manage client expectations throughout project lifecycle
- Collaborate with internal teams (engineering, technical, sales) for project delivery

Technical & Product Support

- Conduct product and solution presentations to clients, consultants, and architects
- Analyze building data and prepare technical proposals (e.g. traffic analysis)
- Recommend suitable modernization solutions based on client needs

Sales Process & Compliance

- Ensure all sales activities follow internal systems and commercial policies (e.g. SAP)
- Track and manage documentation throughout the sales cycle
- Adhere to company sales excellence processes and standards

Sales Process & Compliance

- Promote and follow workplace safety standards
- Support continuous improvement initiatives across sales and operations

JOB REQUIREMENTS

- Degree in Engineering (Electrical, Mechanical, or Mechatronic).
- Minimum 3–5 years of experience in engineering sales or the elevator/lift industry.
- Experience in modernization, maintenance, or service sales is an added advantage.

#LI-JACMY

#countrymalaysia

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Company Description