



## 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**

June 26th, 2026 11:14

### 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

**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