



PR/160659 | Senior Sales Engineer (New Installation)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599356

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 4th, 2026 18:00

General Requirements

Minimum Experience Level

Over 3 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 New Installation (NI) Sales Engineer** to be based in Malaysia. This role focuses on driving new installation (NI) business growth, managing customer relationships, and positioning the company as the preferred partner for elevator and escalator solutions in new development projects.

JOB RESPONSIBILITIES

Business Development & Sales

- Drive NI sales activities and achieve assigned sales targets
- Prepare tender submissions, attend tender negotiations, and secure sales orders
- Identify and pursue new business opportunities, especially medium and high-rise development projects

- Maintain and establish strong business relationships with developers, consultants, architects, and contractors
- Follow up closely on project pipelines, tender status, and negotiation progress
- Analyze/study building information provided by consultants or designers to prepare traffic analysis reports and technical solutions
- Promote company products and solutions to customers and key stakeholders
- Ensure compliance with company commercial policies and sales excellence processes

Customer & Stakeholder Management

- Build and maintain strong relationships with customers, consultants, architects, and contractors
- Manage customer expectations throughout the sales cycle
- Collaborate with internal teams including engineering, technical, and operations to support project execution
- Provide continuous support and services to both existing and new clients

Technical & Product Support

- Conduct product and solution presentations to owners, consultants, and architects
- Recommend suitable elevator and escalator solutions based on project requirements
- Prepare technical proposals, specifications, and traffic analysis reports
- Demonstrate strong product knowledge and effectively position company solutions against competitors

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

Occupational Health & Safety

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

JOB REQUIREMENTS

- Bachelor's Degree in Engineering, Technical, Business Studies, or related disciplines
- Minimum 3–5 years of experience preferably within the elevator/lift, M&E, or construction industry
- Experience in sales, tender management, and customer relationship management
- Strong presentation, negotiation, and sales closing skills
- Good communication and stakeholder management capabilities
- Proactive, customer-oriented, and able to work independently with minimal supervision
- Basic knowledge of building or construction industry will be an added advantage

#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