

PR/161153 | Senior Sales Engineer, IT Infrastructure Solutions

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1614561

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 13:00

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

A global provider of IT infrastructure, data centre, industrial enclosure, power distribution, and climate control solutions. The organisation delivers integrated solutions that support secure, scalable, reliable, and energy-efficient technology environments across multiple industries.

Job Responsibilities

- Identify and develop new business opportunities for IT infrastructure and data centre solutions.
- Manage the full sales cycle, from prospecting and technical consultation to proposal submission, negotiation, and order closure.

- Build and maintain strong relationships with end users, consultants, contractors, system integrators, data centre operators, and channel partners.
- Understand customer requirements and recommend suitable solutions covering IT racks, power distribution, cooling, monitoring, and related infrastructure technologies.
- Conduct customer meetings, product presentations, site assessments, and technical discussions.
- Prepare technical proposals, quotations, system configurations, and commercial submissions based on project requirements.
- Review tender documents, technical specifications, drawings, and bills of quantities to develop accurate solution proposals.
- Drive product specification activities to secure inclusion in project designs, consultant specifications, and tender documents.
- Collaborate with internal engineering, product, operations, and project teams to ensure effective solution delivery and customer support.
- Maintain an active sales pipeline, prepare sales forecasts, update CRM records, and achieve assigned revenue and margin targets.

Job Requirements

- Bachelor's Degree or Diploma in Electrical Engineering, Electronic Engineering, Mechanical Engineering, Information Technology, Computer Engineering, or a related discipline.
- Relevant experience in technical sales, solution selling, project sales, business development, or sales engineering.
- Experience in data centre infrastructure, IT racks, power distribution, cooling systems, monitoring solutions, or related technologies would be advantageous.
- Good understanding of IT infrastructure environments, power requirements, thermal management, and equipment deployment.
- Familiarity with project-based sales, tenders, technical specifications, and bills of quantities.
- Strong technical consultation, presentation, proposal preparation, and solution-selling capabilities.
- Proven ability to develop customer accounts, manage sales pipelines, and achieve commercial targets.
- Excellent communication, negotiation, interpersonal, and stakeholder management skills.
- Independent, results-oriented, and capable of managing multiple customers and projects simultaneously.
- Possession of a valid driving licence and willingness to travel for customer meetings, site visits, and project discussions.

#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