

PR/161184 | Senior Technical Sales Engineer (Power Distribution & Circuit Protection)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1616857

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 09:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview

Our client is a globally recognized European technology leader specializing in power distribution protection, monitoring, and control solutions. With a strong presence across international markets, the company serves customers in industries such as electronics, industrial manufacturing, automation, transportation, and energy infrastructure. They are known for delivering innovative, high-quality solutions that help customers improve system reliability, safety, and operational efficiency.

As part of their expansion plans in Malaysia, they are seeking a highly motivated and results-driven sales professional to strengthen customer relationships and drive business growth across key industrial sectors.

Key Responsibilities

- Manage and grow existing customer accounts while developing new business opportunities.

- Identify target markets and implement sales strategies to generate leads and convert opportunities.
- Build strong relationships with OEMs, manufacturers, distributors, and key industry stakeholders.
- Conduct technical presentations, product demonstrations, and customer training sessions.
- Collaborate with internal teams to ensure seamless execution and customer satisfaction.
- Monitor market trends, competitor activities, and industry developments.
- Maintain regular sales forecasting and pipeline reporting.
- Promote new product introductions and drive market penetration.
- Achieve sales targets and contribute to overall business growth.
- Travel within Malaysia and occasionally within the region as required.

Requirements

- Diploma or Degree in Engineering, preferably Electrical Engineering.
- Minimum 4 to 5 years of sales experience within electrical, electronics, industrial automation, power distribution, or related industries.
- Experience selling to OEMs, manufacturers, system integrators, or industrial customers.
- Strong knowledge of low-voltage electrical products and technical sales processes.
- Proven ability to develop new business and drive revenue growth.
- Excellent communication, presentation, and interpersonal skills.
- Self-motivated, proactive, and results-focused mindset.
- Comfortable working in a dynamic and fast-paced environment.
- Good command of English.
- Willingness to travel when required.

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.

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Company Description