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JAC Recruitment Indonesia

PR/124143 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1618622

Industry

Other

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

October 20th, 2026 10:32

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Basic Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Responsibilities:

- Conduct site surveys for CCTV, Access Control, Alarm Systems, and other security-related systems.
- Assess customer requirements and site conditions to develop appropriate system solutions.
- Select equipment, calculate quantities, and prepare Bills of Quantity (BOQ).
- Prepare quotations and cost calculations.
- Obtain and evaluate quotations from suppliers and vendors, and coordinate pricing and specifications.
- Present and explain system designs, specifications, and proposed solutions to customers.
- Independently visit customers and conduct meetings when required.
- Provide technical support to the sales team.
- Develop installation schedules.
- Coordinate installation works with vendors and subcontractors.

Technical Skills:

- Solid knowledge and practical experience in security and ELV (Extra Low Voltage) systems, including: CCTV, Access Control, Alarm Systems, Fire Alarm Systems, Networking Infrastructure
- Ability to independently conduct site surveys.

- Ability to read and interpret technical drawings and develop system layouts and configurations.
- Ability to prepare BOQs, quotations, and technical proposals.
- Ability to coordinate technical matters with suppliers and contractors.
- Ability to manage installation progress and quality control.

Communication & Commercial Skills:

- Ability to explain technical concepts and solutions clearly to customers.
- Ability to conduct customer meetings independently when necessary, without support from a sales representative.
- Ability to identify customer requirements and translate them into technical solutions.
- Ability to negotiate pricing and delivery schedules with suppliers and vendors.
- Strong collaboration skills with internal Sales, Operations, and Engineering teams.
- English proficiency is preferred.

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Company Description