



PR/122943 | Sales Engineer

募集職種

人材紹介会社

ジェイエイシーリクルートメントインドネシア

求人ID

1538151

業種

その他（メーカー）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:11

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Requirements:

- Bachelor's degree in Engineering (Mechanical, Chemical, Industrial, or related field) is highly preferred.
- Proven track record of success in technical sales, preferably within the industrial sector.
- Strong understanding of vacuum technology principles and applications.
- Experience selling industrial equipment or related technical products is a significant advantage.
- Excellent communication, presentation, and interpersonal skills.
- Self-motivated, results-oriented, and able to work independently.
- Proficiency in Microsoft Office Suite.
- Fluency in English is essential.
- Valid driver's license and willingness to travel within the assigned territory.

Responsibilities:

- Develop and execute strategic sales plans to achieve and exceed sales targets within your assigned territory.
- Identify and qualify potential customers in various industrial sectors (e.g., manufacturing, pharmaceuticals, food

processing, etc.).

- Conduct thorough needs analyses to understand customer requirements and technical specifications.
- Prepare compelling technical proposals and quotations, ensuring they align with customer needs and our product offerings.
- Provide technical support and application guidance to customers throughout the sales process.
- Build and maintain strong relationships with key decision-makers and influencers within customer organizations.
- Stay up-to-date with industry trends, competitor activities, and new product developments in vacuum technology.
- Maintain accurate sales records and provide regular reports on sales activities and progress.

会社説明