



PR/159018 | 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マレーシア

求人ID

1541072

業種

その他（商社）

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20日 12:41

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

Company and Job Overview:

An established company in the engineering and industrial solutions sector is seeking a dynamic and results-driven Sales Engineer to join its growing team. In this role, you will be responsible for developing and maintaining strong relationships with customers across HVAC, water treatment, utilities, and semiconductor industries. This position requires technical sales experience, a proactive approach to business development, and the ability to work independently, with occasional travel as needed.

Key Responsibilities

- Establish and maintain strong relationships with contractors, consultants, developers, and end users.
- Identify and pursue new sales opportunities within HVAC, water treatment, government entities, plumbing contractors, developers, or semiconductor industries.
- Conduct site visits, client meetings, and technical presentations to understand customer requirements.
- Prepare and submit proposals, quotations, and tender documents, ensuring competitive pricing and strategic positioning.
- Track project status, quotations, and customer needs, actively working to secure orders.
- Collaborate with engineering, service, and administration teams to ensure smooth order processing and project

execution.

- Achieve or exceed individual sales targets, contributing to overall company growth.
- Monitor market trends, competitor activities, and industry developments to refine sales strategies.
- Provide timely and accurate reports to management on sales activities, forecasts, and pipeline performance.

Key Requirements

- Diploma or Degree in Engineering (Mechanical, Electrical, or related fields), Business, or equivalent.
- 1 to 2 years of experience in sales or engineering-related industries (Candidates with strong sales acumen and a target-driven mindset are encouraged to apply).
- Experience in handling HVAC contractors, water treatment firms, government bodies (e.g., JPS), plumbing contractors, developers, or semiconductor companies is a plus.
- Strong negotiation, communication, and presentation skills to engage with clients effectively.
- Self-motivated, independent, and results-driven with the ability to work in a competitive sales environment.
- Possess a valid driving license and own vehicle—willingness to travel when required.
- Fluent in Malay, English, and Mandarin (preferred for client communications).

Benefit

- Attractive incentive plans rewarding high performance.
- Company-sponsored trips overseas for team-building and exposure.
- Young, energetic team environment, fostering collaboration and innovation.
- Training and development to enhance technical and sales expertise.

会社説明