



## PR/159144 | Sales and Service 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

1548122

#### 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08月20日 08:00

### 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 OVERVIEW

A leading global company specializing in the sales of high-precision machinery and advanced automation technology for the manufacturing industry worldwide. As part of its expansion into Southeast Asia, with a newly established office in Malaysia, the company is seeking a Sales Engineer to join its team in Kuala Lumpur.

### JOB RESPONSIBILITIES

- Drive sales growth by expanding business volume, deepening engagement with existing accounts, and acquiring new customers in Malaysia
- Maintain strong, professional relationships with assigned accounts.

- Design and implement sales strategies, fostering long-term business relationships.
- Achieve individual sales targets in alignment with the company's overall sales objectives.
- Identify and cultivate new client opportunities and new market segments for business expansion.
- Prepare sales forecasts and analytical reports to support strategic decision-making.
- Build and maintain strong customer relationships by understanding client needs, driving market development
- Engage in customer communication, negotiation, and business facilitation, ensuring seamless project execution
- Conduct regular visits to key customers, continuously enhancing and maintaining long-term partnerships.

#### JOB REQUIREMENTS

- Degree in Manufacturing / Mechanical Engineering or related discipline
- Solid experience in sales or business development within the general machinery or automation in the manufacturing sector
- Mandarin proficiency will be advantageous

Thank you!

#LI-JACMY

#countrymalaysia

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会社説明