



PR/159275 | Sales Engineer for Industrial Automation

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

1548247

業種

電力・ガス・水道

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07月08日 16:37

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 globally recognized leader in automation technologies, is seeking a highly motivated Sales Engineer to join their Industrial Automation division. This role focuses on identifying and cultivating business opportunities, delivering customized automation solutions, and driving customer success across manufacturing and industrial sectors.

Key Responsibilities

- Identify and develop new business opportunities with clients in manufacturing and industrial segments
- Understand customer automation requirements and deliver tailored solutions using the company's full automation product suite
- Conduct technical presentations and product demonstrations to illustrate solution benefits and ROI
- Collaborate with internal engineering and product teams to develop customized proposals and system designs
- Prepare detailed quotations and sales documentation aligned with client expectations and organizational standards
- Nurture existing client relationships, offering post-sales support and exploring upselling or cross-selling opportunities
- Keep abreast of industry trends, competitor offerings, and emerging technologies to maintain a competitive edge

Key Requirements

- Diploma or Degree in Engineering (preferably Mechatronics or Electrical)
- Minimum 3 years of experience in a sales role, ideally within industrial automation or a related field
- Solid understanding of automation technologies and applications
- Strong interpersonal, communication, and presentation skills
- Experience in distribution sales is an advantage
- Familiarity with current industry trends and customer behavior in automation markets

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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会社説明