



PR/158962 | 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

1548307

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09月03日 07:00

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 & Job Overview

A leading global multinational company specializing in fire, water, and storm damage restoration, mold remediation, reconstruction, and contents restoration is seeking a committed Sales Engineer to join its pioneer team.

In this role, you will play a key part in driving business growth by identifying restoration needs, fostering strong client relationships, and converting sales opportunities. As a trusted advisor, you will provide technical expertise and tailored recovery solutions while leading business expansion efforts.

The ideal candidate has a strong technical sales background, a proactive approach to business development, and the ability to work independently. This role requires occasional travel.

Key Responsibilities

- Establish and maintain strong relationships with insurers, loss adjusters, brokers, and semiconductor industries.
- Identify and pursue new sales opportunities within these industries.
- Conduct site visits, client meetings, and technical presentations to assess customer needs.
- Prepare and submit proposals, quotations, and tender documents, ensuring strategic pricing and positioning.
- Track project status, quotations, and customer needs to actively secure orders.
- Collaborate with engineering, service, and administrative teams for seamless 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 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 working with insurers, loss adjusters, brokers, and semiconductor companies is a plus.
- Strong negotiation, communication, and presentation skills for effective client engagement.
- Self-motivated, independent, and results-driven in a competitive sales environment.
- Valid driving license and own vehicle—willingness to travel when required.
- Fluent in Malay, English, and Mandarin (preferred for client communications).

Benefits

- Training and development programs to enhance technical and sales expertise.

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