



インドネシアの求人なら
JAC Recruitment Indonesia

PR/122679 | 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

1549598

業種

鉄道・航空・その他旅客輸送サービス

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2025年12月24日 07:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

Job Summary:

The Sales Engineer will be responsible for driving sales and providing technical support for marine equipment and spare parts. This role involves identifying customer needs, offering tailored solutions, and ensuring a high level of customer satisfaction through excellent service.

Responsibilities:

- Develop and execute sales strategies to achieve revenue targets for marine equipment and spare parts.
- Identify and engage with potential clients in the maritime industry.
- Provide technical expertise and support to customers, helping them select the right equipment and parts for their needs.
- Prepare and deliver compelling sales presentations and proposals to clients.
- Build and maintain strong relationships with customers, ensuring ongoing satisfaction and repeat business.
- Monitor market trends and competitor activities to identify new business opportunities.
- Collaborate with internal teams to ensure timely delivery and fulfillment of customer orders.
- Conduct regular follow-ups with customers to gather feedback and address any issues or concerns.

Requirements:

- Bachelor's degree in any Engineering major
- Proven experience in a sales role within the marine equipment and spare parts industry.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proficiency in MS Office (Excel, PowerPoint) and CRM software.

- Strong problem-solving and analytical skills.
- Willingness to travel and attend industry events and trade shows as needed.

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