



PR/159627 | 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

1562350

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11月18日 06:00

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

Our client is a MNC mechanical parts component manufacturer with regional office in Johor Bahru.

Key Responsibilities

- Customer Relationship Management: Build and maintain strong relationships with assigned customers, including buyers, engineers, quality and operations teams.
- Sales & Order Management: Proactively manage customer accounts, resolve order discrepancies, and ensure smooth order processing.
- Lead Qualification: Respond to and qualify incoming inquiries, prepare quotes and proposals, and escalate leads when appropriate.
- Strategic Planning: Conduct Annual Business Reviews, maintain accurate documentation, and forecast customer demand.

- Team Collaboration: Work closely with the sales team to identify growth opportunities and support territory objectives.
- Customer Outreach: Execute a defined Annual Sales Call Plan and secure repeat orders from smaller customers.
- Documentation & Organization: Maintain detailed records of customer interactions and ensure a professional, organized workstation.
- Travel: Travel as needed for meetings, reviews, and customer engagement.

Job Requirements

- Customer-oriented mindset with prior experience in sales or customer service.
- Strong interpersonal and communication skills (written & verbal).
Excellent organizational skills and attention to detail.
- Ability to prioritize tasks and meet deadlines independently.
- Proficiency in Microsoft Office and Windows-based applications.
Willingness to travel based on business needs.
- Self-starter with minimal supervision required.

#LI-JACMY

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会社説明