



PR/096343 | 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 シンガポール

求人ID

1570902

業種

土木

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年12月30日 12:24

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

流暢

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

Company Overview

Our client is a reputable and established provider of high-performance air movement and ventilation solutions. Specializing in industrial and commercial applications, they deliver innovative cooling systems to a wide range of sectors. As they continue to drive growth and expansion, they are now seeking a Sales Engineer to join their team and contribute to their ongoing success.

Key Responsibilities

- Identify and generate new business opportunities within the industrial and commercial sectors, focusing on High Volume Low Speed (HVLS) fans and specialized ventilation systems.
- Establish and maintain strong professional relationships with M&E consultants, main contractors, developers, and facility owners to promote the company's solutions.
- Manage the entire sales process from lead generation and initial prospecting to proposal presentation, negotiation, and final deal closure.
- Collaborate effectively with the internal technical team to propose customized ventilation solutions that meet specific client project requirements.
- Monitor industry trends, regulatory changes, and competitor activities to ensure market competitiveness.
- Coordinate with internal stakeholders to ensure seamless project execution and high levels of customer satisfaction.

- Meet and exceed assigned sales targets and revenue KPIs.

Key Requirements

- Diploma or Degree in Mechanical Engineering, Business, Sales, or a related discipline.
- Minimum 2–3 years of technical sales experience within the Construction, M&E, or HVAC industry.
- Specific experience in selling HVLS fans, industrial fans, or air movement systems is highly advantageous.
- Proven ability to read and interpret technical drawings, specifications, and tender documents.
- Existing network within the local construction and industrial sectors is a plus.
- Strong presentation, communication, and negotiation skills.
- Self-motivated, independent, and results oriented.
- Proficient in Microsoft Office Suite and experienced in using CRM software.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Aloysius Loh
JAC Recruitment Pte Ltd
EA Personnel: R24121320
EA Personnel Name: LOH CHUAN LIANG ALOYSIUS
#LI-JACSG
#countriesingapore

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会社説明