



## PR/159980 | 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

1572193

#### 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

2026年04月21日 03:00

### 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

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

leading provider of end to end data centre infrastructure solutions is seeking a **Sales Engineer** to join the team. This role involves driving sales growth in domestic markets by building strong customer relationships and delivering tailored solutions to meet client needs.

#### JOB RESPONSIBILITIES

- Grow sales opportunities by identifying and developing business in critical applications and data centre infrastructure.
- Meet revenue and sales targets, including cross-selling and upselling solutions to customers.
- Create and manage account plans to support strategic goals such as revenue growth and market expansion.
- Maintain accurate sales pipeline updates, including forecasts and customer buying plans.

- Build strong customer relationships and lead proposal creation, negotiations, and deal closure.

#### JOB REQUIREMENTS

- Bachelor's degree in engineering or a related technical field.
- At least 5 years in technical sales, including 3 years in power distribution or cooling systems.
- Strong knowledge of data centre infrastructure (power, cooling, racks, monitoring software).
- Familiar with IT systems such as servers, networks, storage, databases, or cloud technologies.

#LI-JACMY

#countrymalaysia

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会社説明