



PR/160324 | Senior Sales Engineer - HVAC Industry (Chiller)

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

1584354

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28日 12:01

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

A leading provider of energy efficient HVAC solutions is seeking a **Senior Sales Engineer** to join the team. This role involves driving HVAC sales growth in APAC markets by developing strategies, managing key relationships, providing technical support, identifying new opportunities, and ensuring smooth project execution.

JOB RESPONSIBILITIES

- Develop and execute strategic sales plans to achieve revenue and market share targets across APAC export markets (excluding China and India).
- Establish and maintain strong relationships with distributors, consultants, and contractors to ensure long-term business development and customer loyalty.
- Prepare and present technical proposals, provide engineering support for tenders and projects, and ensure solutions meet client specifications and standards.
- Conduct market research, analyse trends, and uncover new business opportunities to expand product penetration and

- competitive positioning.
- Coordinate with internal teams for seamless order processing, project execution, and after-sales support to deliver superior customer experience.

JOB REQUIREMENTS

- Degree in Mechanical Engineering or HVAC Engineering.
- 5 - 8 Years of Technical Sales Experience in HVAC Systems, demonstrated success in technical sales, ability to manage complex projects and deliver results in the HVAC industry.
- Skilled in presenting technical solutions clearly, building trust with stakeholders, and driving successful contract negotiations.
- Familiar with international business practices and committed to frequent travel across APAC markets to support business growth.

#LI-JACMY

#countrymalaysia

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会社説明