



PR/160635 | Senior Sales Engineer - Modernization

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

1599340

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07月11日 22:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

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

An established global elevator and escalator company is seeking a **Senior Modernization Sales Engineer** to be based in Malaysia. This role focuses on driving modernization (MOD) business growth, managing client relationships, and positioning the company as a preferred partner for lift upgrade and modernization solutions.

JOB RESPONSIBILITIES

Business Development & Sales

- Drive modernization (MOD) sales and achieve assigned targets
- Identify upgrade opportunities in existing portfolios and new client bases
- Prepare tender submissions and participate in negotiations [Sales Engineer

- Follow up on project pipelines and convert leads into sales orders
- Promote company solutions to building owners, consultants, and contractors

Customer & Stakeholder Management

- Build and maintain strong relationships with customers and key stakeholders
- Manage client expectations throughout project lifecycle
- Collaborate with internal teams (engineering, technical, sales) for project delivery

Technical & Product Support

- Conduct product and solution presentations to clients, consultants, and architects
- Analyze building data and prepare technical proposals (e.g. traffic analysis)
- Recommend suitable modernization solutions based on client needs

Sales Process & Compliance

- Ensure all sales activities follow internal systems and commercial policies (e.g. SAP)
- Track and manage documentation throughout the sales cycle
- Adhere to company sales excellence processes and standards

Sales Process & Compliance

- Promote and follow workplace safety standards
- Support continuous improvement initiatives across sales and operations

JOB REQUIREMENTS

- Degree in Engineering (Electrical, Mechanical, or Mechatronic).
- Minimum 3–5 years of experience in engineering sales or the elevator/lift industry.
- Experience in modernization, maintenance, or service sales is an added advantage.

#LI-JACMY

#countrymalaysia

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明