



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/160659 | Senior Sales Engineer (New Installation)

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

1599356

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09月04日 18:00

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

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 New Installation (NI) Sales Engineer** to be based in Malaysia. This role focuses on driving new installation (NI) business growth, managing customer relationships, and positioning the company as the preferred partner for elevator and escalator solutions in new development projects.

JOB RESPONSIBILITIES

Business Development & Sales

- Drive NI sales activities and achieve assigned sales targets
- Prepare tender submissions, attend tender negotiations, and secure sales orders
- Identify and pursue new business opportunities, especially medium and high-rise development projects

- Maintain and establish strong business relationships with developers, consultants, architects, and contractors
- Follow up closely on project pipelines, tender status, and negotiation progress
- Analyze/study building information provided by consultants or designers to prepare traffic analysis reports and technical solutions
- Promote company products and solutions to customers and key stakeholders
- Ensure compliance with company commercial policies and sales excellence processes

Customer & Stakeholder Management

- Build and maintain strong relationships with customers, consultants, architects, and contractors
- Manage customer expectations throughout the sales cycle
- Collaborate with internal teams including engineering, technical, and operations to support project execution
- Provide continuous support and services to both existing and new clients

Technical & Product Support

- Conduct product and solution presentations to owners, consultants, and architects
- Recommend suitable elevator and escalator solutions based on project requirements
- Prepare technical proposals, specifications, and traffic analysis reports
- Demonstrate strong product knowledge and effectively position company solutions against competitors

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

Occupational Health & Safety

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

JOB REQUIREMENTS

- Bachelor's Degree in Engineering, Technical, Business Studies, or related disciplines
- Minimum 3–5 years of experience preferably within the elevator/lift, M&E, or construction industry
- Experience in sales, tender management, and customer relationship management
- Strong presentation, negotiation, and sales closing skills
- Good communication and stakeholder management capabilities
- Proactive, customer-oriented, and able to work independently with minimal supervision
- Basic knowledge of building or construction industry will be an added advantage

#countrymalaysia

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会社説明