



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/161153 | Senior Sales Engineer, IT Infrastructure Solutions

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

1614561

業種

ITコンサルティング

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29日 10:31

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

A global provider of IT infrastructure, data centre, industrial enclosure, power distribution, and climate control solutions. The organisation delivers integrated solutions that support secure, scalable, reliable, and energy-efficient technology environments across multiple industries.

Job Responsibilities

- Identify and develop new business opportunities for IT infrastructure and data centre solutions.
- Manage the full sales cycle, from prospecting and technical consultation to proposal submission, negotiation, and order closure.

- Build and maintain strong relationships with end users, consultants, contractors, system integrators, data centre operators, and channel partners.
- Understand customer requirements and recommend suitable solutions covering IT racks, power distribution, cooling, monitoring, and related infrastructure technologies.
- Conduct customer meetings, product presentations, site assessments, and technical discussions.
- Prepare technical proposals, quotations, system configurations, and commercial submissions based on project requirements.
- Review tender documents, technical specifications, drawings, and bills of quantities to develop accurate solution proposals.
- Drive product specification activities to secure inclusion in project designs, consultant specifications, and tender documents.
- Collaborate with internal engineering, product, operations, and project teams to ensure effective solution delivery and customer support.
- Maintain an active sales pipeline, prepare sales forecasts, update CRM records, and achieve assigned revenue and margin targets.

Job Requirements

- Bachelor's Degree or Diploma in Electrical Engineering, Electronic Engineering, Mechanical Engineering, Information Technology, Computer Engineering, or a related discipline.
- Relevant experience in technical sales, solution selling, project sales, business development, or sales engineering.
- Experience in data centre infrastructure, IT racks, power distribution, cooling systems, monitoring solutions, or related technologies would be advantageous.
- Good understanding of IT infrastructure environments, power requirements, thermal management, and equipment deployment.
- Familiarity with project-based sales, tenders, technical specifications, and bills of quantities.
- Strong technical consultation, presentation, proposal preparation, and solution-selling capabilities.
- Proven ability to develop customer accounts, manage sales pipelines, and achieve commercial targets.
- Excellent communication, negotiation, interpersonal, and stakeholder management skills.
- Independent, results-oriented, and capable of managing multiple customers and projects simultaneously.
- Possession of a valid driving licence and willingness to travel for customer meetings, site visits, and project discussions.

#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