

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11月10日 07:00

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

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

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会社説明