

PR/124143 | Sales Engineer

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 インドネシア

求人ID
1618622

業種
その他

雇用形態
正社員

勤務地
インドネシア

給与
経験考慮の上、応相談

更新日
2026年11月03日 08:00

応募必要条件

職務経験
1年以上

キャリアレベル
中途経験者レベル

英語レベル
基礎会話レベル

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

Responsibilities:
- Conduct site surveys for CCTV, Access Control, Alarm Systems, and other security-related systems.
- Assess customer requirements and site conditions to develop appropriate system solutions.
- Select equipment, calculate quantities, and prepare Bills of Quantity (BOQ).
- Prepare quotations and cost calculations.
- Obtain and evaluate quotations from suppliers and vendors, and coordinate pricing and specifications.
- Present and explain system designs, specifications, and proposed solutions to customers.
- Independently visit customers and conduct meetings when required.
- Provide technical support to the sales team.
- Develop installation schedules.
- Coordinate installation works with vendors and subcontractors.

Technical Skills:
- Solid knowledge and practical experience in security and ELV (Extra Low Voltage) systems, including: CCTV, Access Control, Alarm Systems, Fire Alarm Systems, Networking Infrastructure
- Ability to independently conduct site surveys.

- Ability to read and interpret technical drawings and develop system layouts and configurations.
- Ability to prepare BOQs, quotations, and technical proposals.
- Ability to coordinate technical matters with suppliers and contractors.
- Ability to manage installation progress and quality control.

Communication & Commercial Skills:
- Ability to explain technical concepts and solutions clearly to customers.
- Ability to conduct customer meetings independently when necessary, without support from a sales representative.
- Ability to identify customer requirements and translate them into technical solutions.
- Ability to negotiate pricing and delivery schedules with suppliers and vendors.
- Strong collaboration skills with internal Sales, Operations, and Engineering teams.
- English proficiency is preferred.

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会社説明