

WE'RE HIRING! The world's largest industrial air compressor distributor is looking for skilled Sales Engineers to be based in Shah Alam for their Compressor Technique Service Division!

Mission:

- Maximise the sales of parts and service solutions.
- Develop new customers, promote company products and solutions to achieve sales revenue for own territory.

Responsibilities:

- Perform SWOT Analysis for own territory market, collect information about competition, potential market volume, current market share and customer's feedback.
- Aggressively exploit the territory to identify new target customers and new sales opportunities.
- Plan and organize sales activities, solution presentations and other activities to find out customer needs and transform opportunities to order.
- Report sales activities in a timely and accurate manner in CTP.
- Cooperate with customers, collect customer needs, analyse the application and provide solutions to satisfy customers with values.
- Maintain highest customer relationships through a one-to-one concept strategy.
- Build, maintain, broaden and strengthen good relationships with customers and distributors.
- Cooperate with the service operations to achieve customer satisfaction.
- Perform job audits on work done to customers' installations particularly after overhaul activities.
- Provide technical expertise including advisory capacity to customers.
- Prepare Service and Parts Quotations and subsequent activities to full sales transactions.
- Compile and submit monthly reports on sales, lost orders and competition.
- Continuously job required competence, personality and behaviour.
- Cooperate with the Credit Department to improve the performance of receivables and overdue payment.

Requirements:

- 3 years of sales experience in an industrial environment
- Experience with technical service/after-market sales would be an advantage
- Computer literacy
- Service Sales handling
- Customer Relationship/ Retention Skill
- Sales Presentation Skills
- Product Knowledge
- Proven track record of profitable sales results
- Diploma/Certificate in technical/Marketing Discipline.
- Strong customer focus and deeply determined
- Result oriented
- Analytical with innovative problem-solving ability
- Excellent interpersonal skills

Applications, shall include CV, name of references, recent photo and current package. Talentum EQ is undertaking the consultancy work of the above position. Please email your application in English to: liann@talentumeq.com or elif@talentumeq.com