

WE'RE HIRING! The world's largest industrial air compressor company is looking for an experienced Sales Engineer to be based in Malaysia!

Job Description

- Responsible for the sales of Industrial Tools product range to OEM and Tier 1 (Suppliers for MVI customers) in the designated area in consistency with Tools and Assembly System- MVI division and the organisation's marketing strategies, goals and targets.
- Work closely with channel partners to create value and transformation at our customers.
- Increase territory sales and market share in the assigned area and to provide assistance in the other area when required by Business Line Manager.
- Develop and enhance good working relationship with all key accounts and distributor in the area, potential customers as well as internal colleagues in order to grow the business in the region.
- Maintain excellent; up-to date record system for accounts and products and to have a territory continuity strategy on file.
- Analyse and provide timely, accurate market information to the Business Line Manager, such as pricing situations and status of competitive activities and products, relative the success of marketing strategies and programs for the territory.

Requirements

- **Excellent sales record from similar positions/experience in selling high quality products to industrial users.**
- **Previous experience from working in an MNC is a plus**
- **Bachelor's Degree in Mechanical or Electrical Engineering**
- **Relevant experience in the Industry**
- **Fluency in English and Bahasa Malaysia (Spoken and written), Mandarin is an advantage**
- **Presentation and communication skills**
- **Computer literacy (Office and Lotus Notes)**
- **Knowledge of the company's products is an advantage**
- **Team worker**

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



- **Ambitious**
- **Confident**
- **Good Listener**
- **Outgoing**
- **Problem solver**

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