



PENANG, MALAYSIA

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

Mission:

Drive strategic market developments for all sales channels to increase market share and profitability. Handle Project Sales and negotiations, appoint, develop and monitor progress of agents and distributors. Drive and improve customer satisfaction.

Job Description:

Product responsibility for the company's Tools and Assembly Systems

- Working closely with General Industry South-East Asia team on planning and executing business marketing plans to achieve sales targets.
- Demonstrate and coach distribution on Strategic Partnership Selling, drive marketing activities and supporting the local sales activities.
- Work closely with the Team Leader and Product & Marketing Manager to develop innovative marketing programs and show event campaigns

Sales Responsibility & Coverage:

Market development

- Ensure optimal and efficient territory coverage for Northern Region Malaysia, along with the principles of a lean, efficient organizational structure.
- Assessing the business potential of the ACTA products with each customer segment through territory mapping of the machine population.
- Reporting all sales activities, leads and opportunities through the The company's CRM system.
- Review and evaluate quotations and lost order reports to ensure that each quote is given its best opportunity to be translated to orders,
- Initiate and coordinate development of action plans to penetrate new customers.
- Provide in-depth market, industry and competitive analysis and positioning
- Develops business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Provide training and lead sales activities of distributors.

Distributor management

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



- Manage relationship with the distributors ensuring that a business development plan is in place.
- Extend distributors network to non-traditional areas
- Formulation of pricing strategies and distribution channel analysis & development
- All sales activities related to distributors / agents
- Plan, monitor and review sales performance of distributors / agents and project sales
- Lead and motivate the Distributors ensuring individual professional growth of each member so that they are equipped with the required competencies and attitude to deliver at their highest possible levels.

Requirements:

- Minimum 2 years of sales or distribution management experience in industrial product or services.
- Proficiency in spoken and written English is mandatory
- Possess at least Degree/Diploma in Engineering
- Highly motivated and ability to work independently

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