

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

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

- Working closely with the 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.
- 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 Atlas Copco 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
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- Assessing the business potential of the ACTA products with each customer segment through territory mapping of the machine population.

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



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- Provide training and lead sales activities of distributors

Requirements:

- Fluency in English (writing and speaking)
- Minimum 2 years of sales and distribution management experience in industrial products or services.
- Highly motivated and able to work independently
- Able and willing to travel extensively within the Northern Region of Malaysia

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