

**WE'RE HIRING! The world's largest industrial air compressor company is looking for a Business Development Engineer to be based in Shah Alam, Malaysia!**

**Mission:**

- Develop and implement effective business plans (Sales coverage and competency development) to support Oil Free Air's mission and growth plan.
- Develop and implement business plans for new products (Low Pressure, High Pressure, Compressed Natural Gas and others directly and indirectly through distribution channels.

**Job Description:**

- Achieve sales target within product range in assigned territory.
- Pursue sales lead, promote product and conclude order with professionalism.
- Liaise with internal colleagues to coordinate activities in executing sales order.
- Feedback and make report as per requirement by the Business Line Manager on all sales related activities and market information.
- Develop and maintain strong relationship with key customers and distributors.
- Whenever possible, assist to promote service and products of other Oil-Free Air range.
- Undertake ad-hoc projects and assignments from time to time as per the Business Line Manager's instructions.

**Experience Requirements:**

- Proven track record of sales and marketing in industrial environment.
- Some knowledge of Low Pressure of Blowers will be an added advantage.
- Must have 3 to 5 years' experience in Industrial machinery sales.
- Computer literacy.
- Good command of English.
- Presentation skills, business writing skills, negotiation skill, socializing skill and sales.
- Degree in Mechanical/Electrical Engineering.
- Strong communication, organizational, interpersonal skills.
- Possess own transport and willing to travel.

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](mailto:liann@talentumeq.com) or [elif@talentumeq.com](mailto:elif@talentumeq.com)