



Technical Sales Engineer

Location: Pulau Pinang, Malaysia

OVERVIEW JOB SUMMARY

Advanced Engineering Product is a renowned provider of Eco friendly products for domestic and industry wastewater treatment and pretreatment solutions and we have an exciting opportunity for the enthusiastic Technical Sales Engineer to join our dynamic team.

JOB PURPOSE

Develop on assigned product line of business branding and marketing promotion within the region to assists Business Development Manager on business growth for Malaysia market.

Prescribe technical solutions and provide sales support to fulfill end-customer requirements and to liaise with partner contractors for project matter which require engineering services.

MAIN RESPONSIBILITIES

- Develop sales on the assigned product line and meeting sales targets
- Generate sales lead and to approach target potential client to promote on given product line
- Preparation on technical solution proposal on project matter to identify product line opportunity to come up with a strategy for deal closure
- Coordinate with partner contractors on area where engineering services were necessary by the client
- To conduct technical presentation to showcase on product relevancy to client business
- Manage on product pricing to meet given margin objectives
- Take accountability on account management for new and existing businesses assigned for close follow-up on status and orders
- Provide monthly sales forecasts and recommend necessary action plan to meet year-end operating plan (OP)
- Identify and gather on competitive information and activities from time to time
- Preparation of weekly activity report and monthly sales performance for reviewing
- Proactive participation in company events and exhibitions when necessary

KEY REQUIREMENTS

- Minimum Diploma in Engineering (*Preferable Civil or Environmental Science*)
- Experience in Technical Sales & Marketing functions are an added advantage
- Good communication & public speaking skills and able to liaise with customer
- Proficient in Microsoft Excel, Word and Power Point and AutoCAD software
- Self-motivated, independent, able to perform with minimal supervision, proactive and result oriented
- Able to communicate fluently, both in written and spoken - English, Bahasa Malaysia and Local Dialects
- Posses own transport and willing to travel within Malaysia
- Fresh graduates will also be considered under the junior position

WHY JOIN US?

- Excellent Career Growth Opportunity
- Positive Working Environment

REMUNERATION PACKAGE

- We offer 5 working days
- Flexible working hours
- Base Salary (RM2,000 to RM5,000) + Sales Incentive Plan (SIP)
- EPF & Socso
- Transport Allowance for Local and Outstation Travel
- Annual Incentive Plan Entitlement (AIP)

Interested candidates can email your curriculum vitae to enquiry@aeapsb.com

Please note that only shortlisted candidates will be contacted.