

Reference Code	00010
Company Name	Advanced Engineering Product Sdn Bhd
Website	www.aepsb.com
Name	Raw Chee Meng
Telephone	0172849822
email	james.tmnet@gmail.com
Location of Employments	Penang
Nature of Business	Consulting Construction Manufacturing Services
Validity of job advertisement shall expired by	31-12-2023
Number of Position Offered	1

Position No.1:

Position No.1	
Engineering Position Offered	Technical Sales Engineer
Engineering Field / Discipline	Civil
Minimum Academic Qualification	Diploma / Certificate
Job Requirements	<ul style="list-style-type: none"> • Minimum Diploma in Engineering (Preferable Civil and/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
Responsibilities	<ul style="list-style-type: none"> • 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
Job Entitlements	<p>WHY JOIN US?</p> <ul style="list-style-type: none"> · Excellent Career Growth Opportunity · Positive Working Environment <p>REMUNERATION PACKAGE</p> <ul style="list-style-type: none"> · 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)
Number of Vacancies	1
Job Status	Full Time

Required Work Experience	1
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Position No.2 (if position offered entered more than 1):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0

Position No.3 (if position offered entered more than 2):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0

Position No.4 (if position offered entered more than 3):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0