

# Sales Consultant

## Job Responsibilities:

- To achieve sales target
- To cover wide and deep for given sales territory and products
- To explore more new customers to increase market share
- To response to customer enquiries and attend to customer problems in the shortest time
- To build up good relationship with customer to enhance customer retention
- Be creative in handling customer enquiries and ultimately generate more sales revenue
- To provide Pre and Post-sales support such as: - Demonstration, Application Requirements, Presentation, Product training, Testing, etc.
- To update customer with latest technology and provide consultation to meet customer requirements
- To handle customer enquiries and solving customers' technical problems with excellent service to ensure customer satisfaction
- To carry out other duties or responsibilities assigned from time to time

## Job Requirements:

- Candidate must possess at least a Bachelor's Degree in Engineering (Electrical/Electronic) or equivalent.
- At least 2 year(s) of working experience in technical support activities which involve training, conducting presentation to clients and project management. Those above 4 years similar working experience will have the opportunity to be considered for a more senior position.
- Good command of English and Bahasa Malaysia.
- Excellent communication and presentation skills. You are a good negotiator, with poise, charisma and integrity.
- You consider yourself technically competent.
- Possess own transport and valid driving license (willing to travel frequently).