

# Sales Engineer /



## Senior Sales Engineer

- Are you **passionate in SALES** especially in **electrical/electronic industry**?
- You have strong personality: **Aggressive, Persuasive, Discipline, Ambitious and Committed.**
- **Attractive remuneration packages (Basic + Sales Commission + Travelling Allowance + Handphone Allowance)** waiting for YOU!
- **Performance based culture** where your performance will be directly reflected with rewards.
- **Career growth opportunity.**

### Key Responsibilities:

- To meet or exceed sales target set.
- Customer centric with serving attitude, solution based and consultative selling approach
- Win competitive deals and find new customers to exceed sales quota;
- Able to impress customers with good technical presentations and discussions that demonstrates the key value differentiators of your test and measurement product portfolio;
- Able to scope the landscape of competitors and understand/execute strategies to win deals;
- To assist in tender preparation on technical aspects for tender projects;
- To handle customer enquiries and direct/escalate issues to the right channels for quick resolution;
- To build up good relationship with customers to enhance customers' retention;
- Take initiative to grow your sales and drive for customer satisfaction;
- Update your sales funnel reports weekly to management while providing your plans to exceed quota or close gaps.

### Job Requirements:

- Candidate must possess minimum **Diploma/Degree in Electrical & Electronic Engineering or equivalent.**
- **With 1-8 years working experiences in SALES & customer service support.**
- Good command of English.
- Excellent communication and presentation skills. You are a good negotiator, with poise, charisma and integrity.
- **Working experience in the related Semiconductor/Electronics Manufacturing industry & background in RF/uW test would be an added advantage.**
- Possess own transport and valid driving license (willing to travel frequently).
- Working Location: Penang / Kuala Lumpur.