

Application Engineer



Job Objectives:

- To solve customer problems with competent technical know-how and value-add solutions.
- To provide excellent customer service to ensure customer satisfaction.
- To ensure quality technical support to sales team and assist to increase sales.

Responsibilities:

- Develop IoT solution and provide pre and post-sales support to ensure customer satisfaction such as Demonstration, Application requirements, Presentation, Product Training, Testing and commissioning etc.
- Participate actively in sales process from deal qualification to bench marking until deal closure.
- Be an expert in customer application and competent to identify key technical value differentiates to win deals.
- Analyse customer requirements, recommend and find the right solution for the customer.
- Handle customer inquiries and solving customers' technical problems with excellent service to ensure customer satisfaction.
- Take initiative to continuously improve support services internal and external.
- Continuous Learning and update on company products and technically independent.
- Build up good relationship with customer to enhance customer retention.
- To carry out other duties or responsibilities from time to time.

Job Requirement:

- Candidate must possess at least a **Bachelor's Degree in Electrical & Electronic Engineering or equivalent.**
- 2 to 3 years experiences in Electrical & Electronic Engineering working environmental.
- Possess own transport and willing to travel frequently.
- Excellent communication and presentation skills in both written and spoken in Mandarin and English. A good negotiator, with poise, charisma and integrity.
- Knowledge in microprocessor, micro-controller, Visual Basic, Java and C++ programming and mobile application development will be an added advantage.
- A Team player, self-motivated, independent and technical problems solver.
- Fresh graduate are welcome to apply.
- One (1) vacancy available in Sri Petaling.