



SENIOR SALES ENGINEER

KEY FUNCTIONS:

- 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 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 SPECIFICATION:

- **Candidate must possess minimum Diploma/Degree in Electrical & Electronic Engineering or equivalent.**
- **With at least 3-5 years working experiences in SALES & customer service support.**
- Customer oriented and enjoy customer service nature of business.
- 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.