

Sales Engineer

Position Objective: The Sales Engineer position is responsible for the sales activities and marketing of elevator/escalator and sustaining good business relationships. Performance delivery shall be the achievement of sales bookings/closures, targets and maintaining sales network in a competitive environment.

Key Responsibilities:

- Attend to customer inquiries, attend various meetings from formal bidding/tender to clarification or negotiation meetings.
- Provide sales proposal and provide technical knowledge.
- Visit and meet Architect and Developers
- Communicate with international counterparts about customer request to address concerns of secured account until project completion.
- Highly independent, resourceful, aggressive & results oriented
- Interact and engage with customers to understand their needs, translate the requirement.
- Collaborate with sales team to ensure smooth transition work and other related duties that may arise anytime.
- Strong written/verbal communication skills, and the ability to think critically and solve complex scenarios.