

SALES ENGINEER

Job Duties:

- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff; costing engineering changes.
- Develops customer's staff by providing technical information and training.
- Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation; advising customer on product, service, or equipment adherence to requirements; advising customer on needed actions.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary

pertinent to deliberations; recommending options and courses of action; implementing directives.

- Contributes to team effort by accomplishing related results as needed.

Requirements:

- Candidates must possess a Degree in Electronic/Electrical/Control & Instrumentation/Mechatronic/Computer Science Engineering Oil & Gas/Process Engineering or equivalent.
- At least 3-5 year(s) of working experience in the related field is required for this position.
- HIGHLY OPERATIONAL with strong analytical thinking capabilities
- Experience directly managing others required
- Ability to exercise professional judgement and assume responsibility for decisions that have an impact on people, quality of service and costs.
- Strong analytical and ability to priorities the workload.
- Positive attitude, initiative, hardworking and team player with strong interpersonal skills.
- Self-starter with a strong desire to learn and to deliver superior results.
- Knowledge, understanding & experience on Electrical and Instrumentation.
- Strong verbal and written communication skills in English.
- Willing to travel locally, outstation and Overseas.