

WE ARE HIRING

▶ SALES ENGINEER



REQUIREMENTS:

- ▶ A degree in any engineering or business - related field.
- ▶ A minimum of 2-3 years of relevant experience.
- ▶ Experience with DCS/SCADA/PLC controllers, field instruments, and variable frequency drives is an advantage.
- ▶ Excellent communication, writing, organisational, and presentation skills.
- ▶ Strong leadership and interpersonal skills.
- ▶ Analytical thinking.
- ▶ Result-oriented approach.
- ▶ Professional expertise in report analysis.

COMPANY DETAILS:

Company: Foxboro (Malaysia) Sdn Bhd

Company size: 51 - 200 employees

Company address:

Suite 1.01A, Mercu PICORP, Lot 10, Jalan Astaka, U8/84, Bukit Jelutong, 40150 Shah Alam, Selangor

Industry: Oil & Gas

Date founded: June 1977

JOB DESCRIPTIONS :

- ▶ Responsible for meeting sales targets in the Power Business market segment, specifically in the Power Generation & Utility sector in Malaysia.
- ▶ Provide support to the Key Account Manager in managing Foxboro Power Business products and services for customers.
- ▶ Cultivate and expand long-term relationships with key customers across different hierarchy levels, including OEMs, EPC companies, System Integrators, and End-Users.
- ▶ Deliver sales presentations and demonstrate product/solution capabilities to customers, EPCCs, and End Users.
- ▶ Drive specification and influence activities to effectively position Foxboro Power Solutions for key projects.
- ▶ Collaborate with the Foxboro Proposal team to create and present solution proposals and quotations aligned with customer requirements.
- ▶ Foster and manage relationships with system integrators, consultants, and end users in the targeted Power Business Segment.
- ▶ Identify essential customer needs and work closely with the Key Account Manager and Foxboro Technical Team to develop segment-specific product offerings.