

**Foxboro**

by Schneider Electric

# WE ARE HIRING

## KEY ACCOUNT EXECUTIVE

We are seeking a talented individual to join us as a Sales Specialist, focusing on Foxboro products and services. As a pivotal member of our team, you will collaborate closely with the Key Accounts Manager to support and expand our presence within key accounts. Your role will involve cultivating and nurturing relationships with a diverse range of stakeholders, including OEMs, EPCs, integrators, and end users.

## JOB DESCRIPTION

- Drive sales targets in the Malaysian Oil and Gas market segment.
- Support key accounts manager for Foxboro products and services.
- Cultivate and expand relationships with key customers (OEMs, EPC, Integrators, End Users).
- Deliver sales presentations and demos to clients.
- Influence specifications for Foxboro in key projects.
- Assist in proposal preparation and presentations.
- Manage relationships with integrators, consultants, and end users in Oil and Gas.
- Collaborate with Key Account Manager and Technical Team to develop tailored product offerings.

## ABOUT COMPANY

- ✓ Foxboro (M) Sdn Bhd
- ✓ Suite 1.01A, MERCU PICORP, Lot 10, Jalan Astaka  
U8/84, Bukit Jelutong, 40150 Shah Alam,  
Selangor.
- ✓ [career@pitech.com.my](mailto:career@pitech.com.my)
- ✓ [amirah.amir@pitech.com.my](mailto:amirah.amir@pitech.com.my)

## QUALIFICATIONS :

- ✓ Requirements Degree in any engineering/business related field.
- ✓ Minimum 1-2 years of related experience.
- ✓ Candidate must willing to be located in Bintulu Office
- ✓ Experience with DCS/ SCADA/ PLC Controller, Field Instrument and variable frequency drives is an advantage
- ✓ Professional expertise in marketing and Proficiency in report analysis and data interpretation

COME AND JOIN US!