

WE ARE HIRING

▶ SALES ENGINEER (NON-OIL & GAS)

Foxboro[®]
by **Schneider Electric**



REQUIREMENTS:

- ▶ Bachelor Degree in any Engineering or equivalent is required.
- ▶ Minimum 1-2 years of related experience.
- ▶ Experience with DCS/ SCADA/ PLC Controller, Field Instrument and variable frequency drives is an advantage.
- ▶ Excellent communication, writing, organizational & presentation skills; Strong Leadership, interpersonal, analytical thinking as well as Result-oriented; Professional Expertise; 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 :

- ▶ Identify and pursue new business opportunities in the Non-Oil & Gas segment, including industries such as renewable energy, chemicals, water, pharmaceuticals, food and beverage, and manufacturing
- ▶ Develop and maintain a pipeline of potential clients and projects
- ▶ Provide technical expertise to customers, understanding their specific needs and offering tailored solutions.
- ▶ Prepare and deliver technical presentations, product demonstrations, and proposals.
- ▶ Build and maintain strong relationship with stakeholders, including clients (End-user/EPCC/EPC), partners, and industry influencers
- ▶ Act as the main point of contact for clients, ensuring customer satisfaction and addressing any concerns
- ▶ Conduct market research to understand trends, customer needs, and competitive landscape in the Non-Oil & Gas industries.
- ▶ Develop and implement sales strategies to meet business objective and achieve sales target
- ▶ Collaborate with product development teams to provide feedback from customers and the market, contributing to the improvement and innovation of products and solutions
- ▶ Maintain accurate records of sales activities, customer interactions, and project status. The information shall be captured in MD365 CRM
- ▶ Provide regular reports on sales performance, market trends, and customer feedback. The progress updates will be presented during the Weekly War Meeting every Monday.
- ▶ Adhere to company policies, industry regulations, and ethical standards in all business dealings
- ▶ Ensure that all sales activities comply with relevant laws and regulations