

WE ARE HIRING

▶ SENIOR SALES ENGINEER (KEY ACCOUNT EXECUTIVE)

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 :

- ▶ Build and maintain strong, long-term relationship with key customers i.e. PETRONAS, PGB, PCOGD, MLNG, HIBISCUS PETROLEUM, SHELL, RANHILL etc.
- ▶ Serve as main point of contact for existing clients, addressing their needs and concerns promptly
- ▶ Identify opportunities to upsell and cross-sell additional products and services to existing customers
- ▶ Develop strategies to retain key accounts and minimize customer churn
- ▶ Monitor and ensure high levels of customer satisfaction
- ▶ Act as a customer advocate within the company, ensuring that the client needs and expectations are understood and met
- ▶ Develop and implement strategic account plans to achieve business objectives and drive customer growth
- ▶ Collaborate with internal teams, including proposal, marketing, and product development, to align efforts with customer needs
- ▶ Stay informed about industry trends, market conditions, and competitive activities
- ▶ Share relevant insight with customers to help them achieve their business goals
- ▶ Maintain accurate records of sales activities, customer interactions, and project status. The information's shall be captured in MD365 CRM
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- ▶ 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