

WE ARE HIRING

► SALES ENGINEER (FIELD INSTRUMENTS)

Foxboro
by **Schneider Electric**



REQUIREMENTS:

- Bachelor Degree in engineering (Instrumentation, Electrical, Mechanical, or related)
- 5 years in Sales (especially in Instrumentation)
- Strong knowledge of industrial automation, process control, and field instrumentation. Proficiency in using CRM software and Microsoft Office Suite.
- Experience in selling field instruments to industries such as oil & gas, chemicals, water & wastewater, power, or manufacturing.
- Familiarity with industry standards such as ISA, API, and ASME.

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 :

► Business Development

- o Develop and execute sales strategies to achieve business objectives and revenue targets.
- o Develop and maintain a pipeline of potential clients and projects.
- o Identify and engage new clients while maintaining strong relationships with existing customers.

► Technical Sales Support:

- o Provide technical expertise to customers, understanding their specific needs and offering tailored solutions.
- o Conduct product presentations, demonstrations, and training for clients.
- o Collaborate with internal teams, including engineering, customer support, and supply chain, to ensure seamless project execution.

► Customer Relationship Management

- o Build and maintain strong relationship with stakeholders, including clients (End-user/EPCC/EPC), partners, and industry influencers
- o Act as the main point of contact for clients, ensuring customer satisfaction and addressing any concerns.

► Market Analysis and Strategy:

- o Conduct market research to understand trends, customer needs, and competitive landscape in both Oil & Gas and Non-Oil & Gas industries.
- o Develop and implement sales strategies to meet business objective and achieve sales target.

► Reporting and Documentation:

- o Maintain accurate records of sales activities, customer interactions, and project status. The information shall be captured in MD365 CRM
- o Provide regular reports on sales performance, market trends, and customer feedback. The progress updates will be presented during the Weekly War Meeting every Monday.