

# TECHNICAL SALES EXECUTIVE



## 1 JOBSUMMARY:

The ideal candidate should have a strong technical background in the construction or building materials industry, coupled with excellent sales skills and the ability to work independently. The role involves generating new business opportunities and developing relationships with existing clients by providing technical advice and assistance in the selection and application of our products.

## 2 KEY RESPONSIBILITIES:

- Identify potential new customers and maintaining relationship with existing customers.
- Prepare and deliver presentations explaining products and services for customers.
- Finding the most cost-effective building material solution for every customer.
- Apply company's product strategy and offering the most suitable solution to meet customer needs.
- Lead client presentation and consultancy business development stages.
- Attend site surveys to examine project feasibility.
- Develop strong relationship with clients and be the bridge between clients and company, ensuring quick response and resolution to any client issues.
- Develop creative business development tactics to respond to the building materials/construction market in Malaysia to continuously expand market share.
- Support the finance function in money collection.
- Undertake other sales, marketing and business development duties specified by management from time to time.

## 3 REQUIREMENTS:

- Candidate must possess at least a Diploma in the field of Engineering and/or Business Management or any other field of study and passionate in Engineering.
- Preferably Sales Engineer with 1-3 years of sales experience in building materials or dry-mixed building products.
- Other working experience in the construction industry will also be considered.
- Proactive, self-driven, and team player with good interpersonal and communication skills. Willingness to travel within the assigned territory as required.
- Proficient in major language with effective speaking and writing skills.