

Job Title	Sales Engineer
-----------	----------------

Job Purpose and Content
<ul style="list-style-type: none">• Represents the company to customer and the customer to company in all sales-oriented activities• Work with BU Sales to establish and achieve Fiscal Year Sales and Booking budget• Establishes pricing strategies with BU Sales, negotiates to final price and prepare documentation to book order• Follow-up on forecast slotting, negotiate delivery, accounts receivables• Summarize key customers meeting, develops specific action plans and completes them on a timely basis• Conducts market research, monitors competitive activities, identify, and respond to customer needs• Develops specific business plans, strategic activities with BU and engineering team to enhance and distinguish products positioning

Qualification & Requirements
<ul style="list-style-type: none">• Degree in Engineering or its equivalent• At least 2 years of relevant experience in the same industry preferred• Demonstrate breadth and depth in products knowledge• Capable of communicating and working with internal and external key stakeholders• Strong communication, interpersonal and customer service skills• Excellent presentation and negotiation skills• A meticulous, organized and resourceful team player• A highly motivated individual who works independently with little supervision

We regret that only shortlisted candidates will be notified.

Job Title:

Date Created:

Job Reference Number: