

## LOCAL SALES ENGINEER

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Target Group

Occupational Area

Location

Work as part of the TROX sales team, based in Kuala Lumpur, in order to meet the sales target by supporting existing TROX distributors and growing the business by identifying new opportunities in the construction sector that are located throughout Malaysia.

Job ID Local Sales Engineer

### **Job Requirements:**

Minimum 3-5 years of sales experience in the HVAC Industry

Degree in Mechanical Engineering

Proven sales record

Highly organized and self-driven individual with willingness to learn

High level of commitment to the client

Ability to travel domestically

Proficient in MS office applications

### **Job Responsibilities:**

Communicate well with both clients and with the TROX Malaysia team

Contract negotiation, site visits, and on-site troubleshooting analysis as required

Provide product selection and provision of system solutions for HVAC systems

Organize and follow up on tender submissions

Identify new opportunities, customers, and develop new markets

Regularly visit and support consultants and contractors

Promote TROX products to developers, architects, and consultants

Analyze current market trends