



## **Sales Engineer**

### **RESPONSIBILITIES:**

1. Perform Marketing and Sales activities including cold calls.
2. Review Tender contractual details and prepare Technical/Engineering specifications for quotation, bidding and contractual compliance.
3. Prepare preliminary list of documentation details and drawings for project quotation, bidding and execution.
4. Organize and hold discussion with client on technical details and specifications.
5. Prepare in conjunction with Proposal Manager preliminary budgetary estimates for quotation, including BOM take-off.
6. Organize technical specifications for plant quotation, including specifications, dimensions and process flow description and specification.
7. Coordinate with other departments/vendors in developing engineering specifications and designs.
8. Coordinate discussion internally on product disposition and various technical issues relating to product/plant.
9. Provide market intelligence on products and organize, conduct design reviews for product optimisation.
10. Implement programs to produce catalogues, information leaflets and marketing materials to support product information dissemination.
11. Perform market surveys time to time to determine company products' presence and user-friendliness in the market.

### **EXPERIENCE / SKILLS REQUIRED:**

1. Minimum Diploma / Degree in Mechanical/Chemical Engineering or Business Related studies.
2. Minimum 1 year of working experience. Fresh graduates are welcome to apply.
3. Palm oil Industry exposure will be an advantage.
4. Ability to read and write in Mandarin will be an advantage.