



Component Technology Pte Ltd

JOB DESCRIPTION

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| Job Title: | Sales Engineer | Department: | Sales |
| Reporting To: | Sales Director | Location: | Singapore |

Objective / Purpose of the Job

The Sales Engineer will be accountable for achieving the following results:

- New business acquisition against target for both SMEs and Business Development channels
- Existing business development target
- Ensuring customer satisfaction

Key Activities / Accountabilities

- Identify new business opportunities
- Generate new sale leads for products and services
- Develop existing accounts
- Develop business strategies and achieve performance targets
- Prepare and conduct product demonstration & sales presentation
- Attend to customers queries and provide appropriate solutions
- Maintain good relations with all customers and ensure good customer service
- Ensure profitability for businesses secured with regular review with Management
- Provide monthly/quarterly sales activities forecast and review
- Any other official duties assign by Management

Working Conditions

- High level of personal flexibility
- Working beyond office hours when the need arises

Preferred Qualifications, Experience and Skills

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| Qualification: | Diploma/Degree in Engineering or related field |
| Experience: | <ul style="list-style-type: none">▪ With Equipment sales experience▪ Application knowledge in Semicon Industry |
| Technical Skills: | <ul style="list-style-type: none">▪ Business to business selling skills▪ Negotiation skills |
| Competencies: | <ul style="list-style-type: none">▪ Communication capability with senior levels▪ Customer relationship management▪ Working supportively as a team member and effectively as an individual▪ Ability to multi-task, prioritise and manage time effectively▪ Passion for sales▪ A self-motivated, hardworking and result oriented▪ Able to travel regionally within short notice |
| Language Capability: | <ul style="list-style-type: none">▪ Proficiency in spoken and written English required |