

# BECKHOFF



## **Solution Sales Engineer (Infrastructure) in Malaysia** Based in Kuching

Beckhoff implements open automation systems based on PC Control technology. With 3,850 staff and a turnover of 679 million euros in 2016, Beckhoff is one of the leading companies in the automation and control technology. The product range includes primarily the Industrial PC, fieldbus components, drive technology and automation software. Components and system solutions from Beckhoff are used in a wide range of sectors and applications worldwide.

The central divisions of Beckhoff, such as development, production, administration, distribution, marketing, support and service, are located at Beckhoff Automation GmbH & Co. KG headquarters in Verl, Germany. Rapidly growing presence in the international market is taking place through 34 subsidiaries and branch offices. Through worldwide co-operation with partners, Beckhoff is represented in more than 75 countries.

We are now planning to extend our sales activities to Malaysia. For this challenging task, we are looking for suitable technical sales personnel to join our team.

### **Responsibilities**

1. Responsible for sales targets in target market segment and channels
2. Market segment of Infrastructure shall be the focus areas which cover Power , Transportation, Construction | Building Management System and Water sectors.
3. To conduct sales presentation and product/solution demo with Application team's support.
4. To prepare and present solution proposals and quotations to meet customer's requirement.
5. Outstation sales visit is compulsory (during MCO , virtual meetings will be the medium)
6. Manage, develop and build relationship with system integrators, consultants and end users in targeted market segment.
7. Lead the business development efforts with supports from seniors and management.

### **Benefits**

- Medical benefits
- Health insurance
- Contractual 1 month bonus
- Teambuilding activities

## Requirements

1. Preferably a Degree or Diploma in Engineering, Industrial Automation or related field
2. 1-3 years experiences in solution selling for industrial automation or building automation.
3. Good knowledge of the Malaysia M&E + power automation markets, especially related to M&E Consultants , JKR and TNB.
4. Good sales and marketing skills with industrial B2B customers
5. Proactive, self-starter, think out of the box and **team-oriented**
6. Prior experience in working with multinational corporations will be an advantage
7. Candidate may be considered for the position of Engineer or Senior Engineer depending on qualification and experience

## Contact

For Solution Sales Engineer role, please email your application letter and detailed CV to Mr. Lee Yen Hong – Country Sales Manager of Beckhoff Malaysia at [yh.lee@beckhoff.com.my](mailto:yh.lee@beckhoff.com.my)