

Sales Engineer - Automation / Spirit IT

ABB (www.abb.com) is a leading global technology company in power and automation that enables utility, industry, and transport & infrastructure customers to improve their performance while lowering environmental impact.

The ABB Group of companies operates in roughly 100 countries and employs about 135,000 people.

The main focus of this ABB business is to provide customers with products and solutions for instrumentation, automation and optimization of industrial processes. The industries served include oil and gas, power, chemicals and pharmaceuticals, pulp and paper, metals and minerals, marine and turbocharging. Key customer benefits include improved asset productivity and energy savings.

Spirit IT in Kuala Lumpur, now part of ABB Malaysia, is currently looking to strengthen the Sales team with the position as Sales Automation Engineer.

Sales & Marketing for Spirit IT, promote and grow the volume and profitability of sales of Spirit IT by providing a high class sales support to the customers on a country-wide basis in a timely manner.

Your role and responsibilities

Build and maintain strong business relationships with new and existing customers operating within the assigned territories/industry verticals/product lines.

Provide a high level of sales and marketing to customers in accordance to with the terms of the customer and market requirement.

Able to accurately prepare technical & commercial proposals/quotations and effectively respond to customer's enquiries and produce the most efficient bid quotations that fulfills both the client's requirements/technical specifications.

Qualifications for the role

Dedicated professional with a relevant technical Bachelor or Master degree.

Relevant work experience in Sales. Prior oil and gas measurement experience is preferred.

Strong sales & technical background.

Good communication skills.

Able to share your knowledge as well work independent.

Show initiative and know how to plan and prioritize.

Excellent English language skills in speech and writing.

Willing to travel in Malaysia on a regular basis and worldwide several times a year, to install and commission our systems.

More about us

In Malaysia, our history began more than a century ago when MFO Oerlikon installed the first power generator in 1904. Our business is currently consolidated under ABB Malaysia which was established in 1973 with its head office located in Subang Jaya, Selangor.

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