

Sales Engineer / Sales Executive

Job Descriptions :

- a) To handle Sales and Marketing of Audio Visual systems, products and services.
- b) To prepare BQ, specifications, system configurations and pricing for tenders & quotations.
- c) To negotiate with client or contractor on final quotations and payment terms.
- d) To survey and seek for new sales leads.
- e) To update the Clients with latest products and technology advancement information including AV market trends, changes and new demands.
- f) To provide pre-sales and after-sales support to the Clients.
- g) To meet sales quota and to achieve targeted profit margin.
- h) Any other responsibilities that the management may assign from time to time

Qualification :

- a) Bachelor's Degree or Diploma in Electronics, Electrical, IT, Audio Engineering or equivalent

Skills, Experience & Competency Required :

- a) Minimum 3 year working experience in Audio Visual Industry.
- b) Possess good understanding on AV-IT products and system integration techniques.
- c) Customer-driven, result-oriented, natural networking ability with good interpersonal skills and effective communication skills with people of all levels.
- d) Proficient in written and spoken English, Bahasa Malaysia and Chinese.
- e) Computer literate, proficient in MS office software and understand AutoCAD drawings & understand Information technology and its' applications.

Application procedure :

Qualified applicants are encouraged to send their official resume to hrad@avms.com.my.