# Sales Executive

Puchong, Selangor

| Department | Reports to | Full Time / Part Time |
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| Sales & Marketing | Senior Manager | Full Time |

## Why this Role matters

The **Sales Executive** supports the sales team in driving business growth and building client relationships within the medium and low voltage switchgear industry. This role involves assisting with lead generation, preparing sales documents, coordinating client communications, and supporting proposal and tender submissions. Working closely with senior sales and engineering teams, the Sales Executive gains valuable technical knowledge and industry exposure while contributing to the delivery of tailored power distribution solutions. The position is ideal for individuals eager to develop their skills in technical sales and grow within a dynamic and innovation-driven environment.

## Where You'll Make an Impact - Key Responsibilities

- **Client Engagement & Relationship Building** - Establish and maintain strong relationships with M&E contractors, M&E consultants, EPCs, and end-users to generate new business opportunities.
- **Sales Target Achievement** - Execute strategic sales activities to achieve monthly and annual sales targets for LV and MV switchgear products and solutions.
- **Technical Solution Presentation** - Present product offerings and technical solutions to clients, addressing application requirements and industry standards.
- **Proposal & Quotation Preparation** - Prepare accurate technical and commercial proposals, quotations, and product specifications in line with client needs and project requirements.
- **Lead Management & Follow-Up** - Manage the full sales cycle from lead qualification to closure, including timely follow-up and client communication.
- **Contract Support & Negotiation** - Participate in client meetings to discuss and negotiate pricing, delivery, and contractual terms, with support from senior management as needed.

- **Coordination with Internal Teams** - Work closely with engineering, production, and logistics teams to ensure project feasibility, accurate delivery timelines, and customer satisfaction.
- **Market Intelligence & Competitor Analysis** - Stay informed about market trends, competitor offerings, and pricing strategies to refine sales approaches and maintain a competitive edge.
- **Customer Satisfaction & After-Sales Support** - Ensure smooth project handovers and act as a point of contact for customer support, helping resolve issues to maintain long-term relationships.

## Are You the One? Here's What We're Looking For

- Bachelor's Degree in Electrical Engineering, or a related field
- Minimum 1–2 years of sales experience in the electrical or power distribution industry
- Proven track record of meeting or exceeding sales targets
- Strong technical understanding of LV/MV switchgear products and applications
- Excellent communication, negotiation, and interpersonal skills
- Experience with proposal/tender preparation and contract negotiation
- Willingness to travel locally and internationally as needed

## Why Us?

At **SRS Power Engineering Sdn Bhd**, we believe that great careers are built where innovation meets dedication. Since our founding in 2002, we have established ourselves as one of Malaysia's leading specialists in medium and low voltage switchgear solutions, delivering safe, reliable, and smart power distribution systems. Guided by our vision to be at the forefront of switchgear technology, we are committed to providing exceptional value through innovation, quality, and service excellence.

Joining our organization means becoming part of a professional and collaborative environment where individual contributions are valued and play a vital role in our collective achievements. We offer opportunities to apply proven industry know-how, collaborate with seasoned experts, and engage in challenging projects that will expand your professional capabilities. If you are ready to contribute your skills to a company shaping the future of power distribution, we invite you to explore your career with us and help us power tomorrow.

We offer a competitive salary, a comprehensive benefits package, and the opportunity to work alongside a dedicated and experienced team. If you have a background in switchgear and related fields, we'd love to hear from you!