

Senior Sales Executive

Puchong, Selangor

Department	Reports To	Full Time / Part Time
Sales & Marketing	Senior Manager	Full Time

Why this Role matters

The **Senior Sales Executive** plays a key role in driving sales and managing client relationships within the medium and low voltage switchgear sector. This position involves identifying new business opportunities, developing tailored technical solutions, preparing proposals and tenders, and closing sales contracts. The role also requires close coordination with internal engineering and project teams to ensure smooth project execution and client satisfaction. Strong industry knowledge, strategic sales skills, and technical understanding of switchgear systems are essential.

Where You'll Make an Impact - Key Responsibilities

- **Client Relationship Management** - Build and maintain strong relationships with EPCs, M&E consultants, M&E contractors, and end-users in the electrical and power distribution sectors.
- **Sales Strategy & Execution** - Develop and implement strategic sales plans for LV and MV switchgear solutions to achieve revenue and market share targets.
- **Technical Solution Selling** - Understand client requirements and propose tailored technical solutions involving switchgear, control panels, and related components.
- **Proposal & Tender Management** - Prepare and submit technical and commercial proposals, handle RFQs, and manage the tendering process in compliance with industry standards.
- **Market & Competitor Analysis** - Monitor market trends, competitor offerings, and customer feedback to identify new business opportunities and enhance competitive positioning.
- **Customer Site Visits & Presentations** - Conduct client meetings, product presentations, and site visits to assess project needs and demonstrate product value.

- **Contract Negotiation & Closing** - Lead negotiations on pricing, terms, and delivery timelines, ensuring mutually beneficial agreements and timely contract closure.
- **Coordination with Engineering & Project Teams** - Liaise with internal engineering, project, and production teams to ensure technical compliance and smooth project execution.
- **Post-Sales Support & Issue Resolution** - Provide after-sales service coordination, resolve customer issues, and ensure customer satisfaction through project handover and beyond.
- **Reporting & Forecasting** - Maintain accurate records in CRM, prepare sales forecasts, and report regularly on pipeline status, wins/losses, and client feedback to management.
- **Mentoring & Leadership** - Guide junior account executives, sharing knowledge and best practices to support team development and performance.

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

- Bachelor's Degree in Electrical Engineering, Power Systems, or a related field
- Minimum 3–5 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!