



Component Technology Pte Ltd

JOB DESCRIPTION

Job Title:	Technical Sales Engineer	Department:	Sales
Reporting To:	Sales Director	Location:	Singapore

Objective / Purpose of the Job

The incumbent will be accountable for achieving the following results:

- Existing business development target
- Ensuring customer satisfaction

Key Activities / Accountabilities

- Develop new business and increase sales volumes within existing customers and potential customers.
- Coordinate and manage sales activities such as cold-calling, meeting, presentation and related matter.
- Demonstrate our product or equipment capability to customers
- Provide technical advice and support to customers in quality assurance for products rendered.
- Attend to customers queries and provide appropriate solutions.
- Determine client needs, spec out complex technical systems and ensure pricing meets both company profit margin and client's budget.
- Coordinate with internal teams for pricing, scheduling, performance, and technical requirements.
- Involved throughout the delivery and installation process.
- Any other task assigned by Management from time to time.

Working Conditions

- High level of personal flexibility
- Working beyond office hours when the need arises

Preferred Qualifications, Experience and Skills

Qualification:	Diploma/Degree in Engineering or related field
Experience:	<ul style="list-style-type: none">▪ With Equipment sales experience▪ Application knowledge in Semicon Industry
Technical Skills:	<ul style="list-style-type: none">▪ Business to business selling skills▪ Negotiation skills
Competencies:	<ul style="list-style-type: none">▪ Communication capability with senior levels▪ Customer relationship management▪ Working supportively as a team member and effectively as an individual▪ Ability to multi-task, prioritise and manage time effectively▪ Passion for sales▪ A self-motivated, hardworking and result oriented▪ Able to travel regionally within short notice
Language Capability:	<ul style="list-style-type: none">▪ Proficiency in spoken and written English required