



ADVANTECH

Building Up Edge-to-Cloud Applications with Edge Intelligence Server

Pre-configured Microsoft Azure

ADVANTECH WISE-PaaS
IoT Software Platform

WebAccess/MIM WISE-PaaS/RMM WebAccess/SCADA IBM Node-RED

- Ready-to-run Package
- Simplify IoT Deployment
- Quick Cloud Connection

See more



Sales Engineer (e-Sales)

Advantech Co. Singapore Pte Ltd

Serangoon

Posted on 12-Jun-22

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Job Highlights

- continuous learning
- success as defined by you; high performance culture
- work-life balance

Job Description

Job Highlights

- **Continuous Learning:** You'll develop the mindset and skills to navigate whatever comes

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- **Work-life balance:** 5 working days (40 hours) weekly.
 - **High-performance culture:** Opportunity to experience working with high-performance team in a family-like environment

Job Description

Responsibilities:

- Responsible for professional handling of customer enquiries
- Follow up of quotations and order coordination to establish high level of customer satisfaction
- Develop new customers and explore business opportunities from existing customers through independent sales, with internal cross-business teams or with external distribution partners
- Involve in pre-sales technical presentation, develop and manage new account to expand customer breadth and sales performance
- Collaborate with marketing team in products promotion and conduct market research in related segments to improve sales
- Independent, resourceful and proactive in lead generation, prospecting, accounts management and involves in crafting sales strategies to meet sales targets

****note: the jobholder supports customers through various remote platforms**

Requirements:

- Min. Diploma in Mechatronics, Electrical & Electronics Engineering, Information Technology or equivalent
- Enjoys engage customers virtually to promote company's products
- Self-motivated, analytical, team player and able to work independently
- Bilingual with good communication and presentation skills
- Open to fresh local Diploma graduates as well

Additional Information

Career Level

Junior Executive

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Job Type

Full-Time

Job Specializations

Sales/Marketing, Sales - Eng/Tech/IT

Company Overview**Advantech: Partnering for Smart City & IoT Solutions**

Founded in 1983, Advantech is a leader in providing trusted innovative embedded and automation products and solutions. Advantech offers comprehensive system integration, hardware, software, customer-centric design services, and global logistics support; Advantech has always been an innovator in the development and manufacture of high-quality, high-performance computing platforms. To realize our corporate vision of Enabling an Intelligent Planet, Advantech will continue collaborating and partnering for Smart city & IoT Solutions. Our culture empowers our people to achieve their true potential and creativity. We believe in sharing success with our people and in listening to the many voices that work together to support our single vision.

History

Advantech Co., Ltd. (TAIDEX:2395) cooperates closely with solution partners to provide complete solutions for a wide array of applications in diverse industries, offering products and solutions in three business categories: Embedded ePlatform, eServices & Applied Computing, and Industrial Automation groups.

<http://www.advantech.com.tw/about/Default.aspx?flag=HistoryAndMilestones>

Product & Services

<https://www.advantech.com/>

Additional Company Information**Registration No.**

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More than 5000 Employees

Industry

Computer/Information Technology (Hardware)

Benefits & Others

Dental, Education support, Miscellaneous allowance, Medical, Parking, Regular hours, Mondays - Fridays, Business (e.g. Shirts), Training; H&S Insurance; Rewards; teambuilding trips; work-life balance

Company photos

1/4

2021 Corporate Video, Advantech (EN)



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