



W2 Industrial Services Hub Pte Ltd is a company that specialises in the supplying of Fire & Gas Detection System / Safety Handling Equipment to various Marine Oil & Gas, Petrochemical and Water & Waste Industries.

We are expanding our operations and are seeking for the following positions: -

1) **Senior Sales Engineer**

Job Description:

- a) Handle all incoming sales inquiries from potential sales avenues, responding promptly and professionally to customer queries.
- b) Initiate and coordinate sales activities by engaging with customers to understand their needs and preferences and providing expert guidance on our products or services.
- c) Prepare and deliver technical presentations that effectively communicate our products' or services' features and benefits to potential customers.
- d) Develop and nurture new and key accounts, working towards exceeding sales goals and objectives. Build long-term relationships with customers.
- e) Provide pre- and post-sales technical support to our customers, addressing their questions, and concerns, ensuring a smooth experience with our products or services.
- f) Actively follow up with customers to assess their needs and encourage potential orders, ensuring high customer satisfaction and loyalty.
- g) Oversee the procurement of materials for assigned projects and tenders, ensuring that the necessary resources are available to meet customer demands.
- h) Assist in the company's marketing strategies, including website updates, ordering of catalogues, and coordination of trade shows. Collaborate with the marketing Department to promote the company's products and services effectively.

Requirements:

- Diploma or Degree in relevant Engineering Fields
- Minimum 3 years of Sales experience preferred.
- Possesses good communication skills, able to work independently with minimal supervision.
- Meticulous, self-motivated, positive working attitude and multitasking
- Preferably possess your own vehicle, petrol card and vehicle allowance will be provided on top of basic salary.

Interested applicants, please email your retailed resume and expected salary to: [brandon@w2ish.com](mailto:brandon@w2ish.com)

*We regret to inform you that only shortlisted candidates will be notified.*

**W2 INDUSTRIAL SERVICES HUB PTE LTD**

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