



KEYENCE has steadily grown since 1974 to become an innovative leader in the development and manufacturing of industrial automation and inspection equipment worldwide. Our products consist of code readers, laser markers, machine vision systems, measuring systems, microscopes, sensors, and static eliminators.

KEYENCE innovative products not only meet current needs but also future customer requirements in the manufacturing and R&D sectors. KEYENCE strive to anticipate the market's future goals to provide tomorrow's solution today.

At KEYENCE, we pride ourselves not only on our products, but on our DIRECT support as well. Our customers benefit from working directly with our highly knowledgeable sales engineers who can help them solve applications and answer technical product questions quickly.

As a result of our contribution to the manufacturing industry and our core philosophies, KEYENCE has been honored with a variety of awards. We have been included on prestigious lists like "World's Most Innovative Companies" (*Forbes*), "1,000 Best Valued Companies" (*Business Week*), and "Top 10 Excellent Companies in Japan" (*Nikkei*).

KEYENCE has flourished into a global leader in the industrial automation industry. We have rapidly expanded to 200 offices in more than 45 countries and serve over 200,000 customers residing in 100 countries include companies ranging from the largest Fortune 500 manufacturers to niche suppliers. Keyence Corporation standing on place Number 18 on Heidrick & Struggles releases its 2017 list of "Superaccelerators" among the world's largest companies.

**Company** : **KEYENCE (Malaysia) Sdn Bhd**

**Website** : <http://www.keyence.com/> (Corporate Website)  
<http://www.keyence.com.my/> (Malaysia Website)

**Address** : **KL:The Ascent, Paradigm, Kelana Jaya, Petaling Jaya, Selangor.**

**PG:Setia Spice Canopy, Jalan Tun Dr.Awang, Bayan Lepas, Penang**

**Position** : **Consulting Sales Engineer**

**Job Objective:**

- Promoting and offering consultancy services with Keyence products related to quality assurance / quality control, research and development field in various manufacturing industries.
- Working in full sales cycle: discover, develop, propose, negotiate, and closing.
  1. Actively promoting KEYENCE products over the phone (cold calling) to qualify customers before appointments.

2. Through asking customers' operation and application testing by providing technical consultation and services (solution) to customers to help to solve their applications using Keyence's products.
3. Visiting potential customers (face-to-face) and performing product demonstration.
4. Persuading customers (products selling) to purchase KEYENCE products and work successfully (sales closed) in a wide variety of manufacturing environments.

#### **Job Description:**

- Managing certain product-line sales in the assigned territory.
- Reviewing and analysing your own sales performance, aiming to meet or exceed targets sustainably.
- Attending team meeting and training session with colleagues to improve sales skill & technical knowledge on product applications.
- Acquire technical knowledge on product applications.

#### **Job Requirements & Skillsets:**

- Bachelor's Degree in Mechanical / Electronics / Electrical/ Mechatronics or any related field of studies in engineering background.
- Aggressive and hardworking. Candidate has to be a fast learner and can carry out instructions quickly in the study of equipment manufacturing and automation industry.
- Able to work under pressure and or in stress working environment (fast pace).
- Willing to work beyond office hours when required.
- MUST possess own transport (Car) and willing to travel.
- Able to command in English, Chinese and B. Malay is a MUST.
- Good interpersonal skills, task oriented and target conscious.
- Good presentation skills (communication) and experience in performing corporate presentation will be an added advantage.
- A self-starter with initiative, drive and strong desire to succeed.

#### **Office Culture**

- **Mission** : Contribute Improvement of Customer's Productivity and quality
- **Target**: To be first choice of Industrial automation provider in Malaysia
- **Environment**: Young staff ,passionate and open organization where we encourage open communication without generation barriers
- **To do so**: Requirement to company, Performance oriented (Not seniority), Meritocracy is also strongly practiced.
- **Requirement to employee**: Hard skill, fully equipped for both sales communication and technical skill, Problem solving skill and analytical skill.
- **Soft skill**: High diligence, Flexibility to absorb third person's opinion sincerely, Honesty to report as is, purely hard working spirit, Strong desire for success, not be claimer, be solver, Endurance for micro Management (care).
- **Training**: Enter a program consisting of classroom training, on-the-job learning, and mentorship. The training program begins with a period of classroom training which

typically lasts 1 to 3 months dependent on product line. While Keyence products are highly technical, you will receive the training to become an expert on KEYENCE products, solving applications, following our pro-active sales process, and conducting successful sales consultations. The on-the-job training phase of the development program. Included in your on-the-job training is a formal mentorship program, typically lasting from 4 to 6 months, which utilizes coaching to reinforce product and application training and develop your sales skills while you become responsible for customers in your own sales territory. Mentorship is to work with experienced salespeople (Senior / Team Leader / Manager) to develop sales skills through real life examples and role-plays. Satisfactorily complete mentorship program providing sales training and an overview of Keyence's culture of success.

### **Company Package and Benefits**

Working hour	: 8:15am -5:00pm (Mon-Fri)
Basic Salary	:RM3,500.00
Commission	: Incentive system based on individual (after 6 months of service)
<i>(More information during interview if shortlisted)</i>	
Car Allowances	: RM 800.00 Per month
Annual Leave	: 14 days
Sick Leave	: 14 days
Insurance	: Company insurance is provided
Medical	: RM1000.00 per year
Bonus	: 2 time per year
Parking	: Provided by Company