



About Mun Siong Engineering Limited

One of Singapore's leading integrated service providers since 1969, Mun Siong Engineering Limited offers a range of mechanical and electrical & instrumentation services for oil & gas, petrochemical, energy, chemicals, and power industries. As a one-stop solution provider, the Mun Siong Group caters for engineering, procurement, fabrication, construction, maintenance of plants and equipment, and specialised products and service solutions.

Location : Singapore

Job Description

Reporting to the Business Development Manager and Directors you will be responsible for bringing in new business and develop the client relationships as well as managing existing business support and play part in growing company revenue.

Responsibilities

- Responsible for providing periodic sales volume forecast and ensure the achievement of given sales targets
- Identifying, developing and exploring new business opportunities in Asian markets
- Building and developing a client base by identifying potential customers
- Organizing client meetings and re-visiting existing clients
- Making presentations about services and products
- Handle sales enquiries, provide good support and follow-up
- Maintaining excellent relationship with customers
- Coordinating on sales opportunities with relevant departments
- Participating in trade show, exhibitions and events to promote services and products
- Recording and maintaining the reports
- Collaborating with the business development team on sales strategic plan
- Other additional work/ad-hoc work as assigned by the Business Development Manager



Requirements & Professional Skills

- Diploma or Degree Mechanical or Electrical Engineering.
- Minimum 2 years of relevant working experience in sales within engineering discipline.
- Possess excellent interpersonal, communication and presentation skills
- Positive attitude, with customer-oriented interpersonal skills.
- Ability to think out of the box.
- English, Chinese language and/or Malay languages
- **Must have a valid Class 3 Driving license with own vehicle to visit customers on a regular basis**

Our Core Values

Safety

To put the safety of our staff above all.

Quality

To strive for continuous quality improvement in all that we do.

Customer Focus

To achieve total customer satisfaction by flawlessly delivering customer wants.

Leadership

To be a world-class leader in every aspect of our business.

Teamwork

To encourage cooperative efforts at every level and across all activities in our company.