



About Mun Siong Group of Companies

We are one of the leading construction and integrated maintenance solutions provider in Asia and USA, first established in Singapore in 1969, We offer an extensive range of mechanical and electrical & instrumentation services for oil & gas, petrochemical, energy, chemicals, and power generation industries. We provide a one-stop solution for all our clients with, the Mun Siong Group caters to engineering, procurement, fabrication, construction, and maintenance services for process plants, as well as niche specialized products and solutions.

Location:

Singapore – Singapore Sales Engineer

Malaysia, Pangerang – Malaysia Sales Engineer

Job Description

At Mun Siong Group of Companies, we always go the extra mile to overcome the toughest challenges. Our driving force is to accelerate success for our customers, people, and environment. You can only achieve that by having dedicated people with curious minds. Curiosity is the spark behind great ideas. And great ideas drive progress.

As a member of our Business Development Department, you thrive in a truly diverse and inclusive workplace based on care and empowerment. You are here to make a difference. Constantly building bridges to develop new business opportunities for our Group's core services and principal products.

The Outdoor Sales Engineer's role is responsible for researching and hunting new sales leads to develop a sophisticated sales funnel for the Group's core services. This role allows you to manage existing customer relationships and execute complex account management. You will be part of an exhilarating experience from engineering conceptualization to commissioning to specialized services in order to boost revenues for the Group.

Job Responsibilities

- Achieve annual sales targets and respective monthly KPI's.
- Identifies and develops new opportunities from various industries.
- Builds a client base by identifying potential new clients.
- Organises new client meetings and manages existing client relationships.
- Creates and delivers high-quality presentations about Mun Siong Group's services and products.
- Works closely with the BD-Marketing team and respective Business Units to plan and proactively drive business development.



- Drives pre-sales, manage general inquiries and provides timely and professional customer service.
- Reports after-sales with clients through feedback consolidation to create brand awareness and repeat business.
- Participate in exhibitions and roadshows to promote services and products.
- Collaborating with all internal stakeholders to achieve sales success.
- Other additional work/ad-hoc work as assigned by the Business Development Manager

Requirements & Professional Skills

- Minimum Diploma or Degree in Mechanical/ Electrical /Chemical Engineering.
- Must have knowledge/experience of mechanical and electrical equipment.
- Minimum 2 years of relevant technical sales experience in oil & gas, petrochemical, chemical, waste treatment, water treatment, power generation, and/or related process industries.
- Technical knowledge of heat exchangers and pressure vessels would be preferred.
- Knowledge of ASME, NBBI, and API standards would be preferred.
- Strong communications and relationship-building skills that can successfully translate sales leads to purchase orders and can work collaboratively internally.
- Proactive in learning more about the product portfolio and understanding how to differentiate product offerings.
- Proven track record in a similar technical sales position
- Possess excellent presentation and writing skills.
- Positive attitude, with customer-oriented interpersonal skills.
- Self-driven and highly motivated to achieve revenue sales targets.
- Possess a valid Class 3 Driving license.