

**MOVE GROWTH.  
MOVE WATER.  
MOVE THE FUTURE.**



## **Technical Sales Support (Water Management)**

### **Kuala Lumpur, Malaysia**

Major movements like globalisation, digitalisation and energy shortages shape some of our largest future challenges. Challenges that we are happy to accept and dive into. We understand the trends that influence our company and our business and act accordingly. By developing products and solutions we move not only water, we also move the future for people all over the world. As a pioneer in the pump industry we focus as much on our employees as on our high quality pumps. Those of you who want to be part of the Wilo will experience a constant flow of personal and organizational development as well as sufficient space for the implementation of own ideas. At Wilo you will move the future, for yourself and for others.

#### **Your Tasks:**

- Interpret tender specifications, provide product quotations and product recommendations to achieve the specification requirements
- Provide technical advice to customers and clients to assist with the preparation of their specifications
- Maintain up to date product information and be accountable to ensure the external sales team remain current in their product knowledge
- Provide all necessary information to the order management team in order to raise purchase orders on factories and local suppliers, and support the order management team's completion of the client's orders
- Act as the first point of contact with all incoming enquiries (via telephone or email)
- Assist the external sales team with any additional sales related requirements
- Promote the organisations' ongoing development by being responsible as the agent of continuous improvement

#### **Your Profile:**

- Bachelor's degree in Engineering preferential, and prior experience in the pump industry mandatory
- Technical understanding of pumps and basic engineering principles
- Strong ability to interpret client's basic understanding of pumps and achieve a beneficial outcome
- Able to assess priority of daily work load to meet both customer and company requirements
- Consistent focus on the development of relationships with customers and able to build productive relationships with the external sales team
- Provide technical and peer support to the external sales team to effectively meet operational sales objectives. "Can do" attitude and takes initiative without instruction to drive results
- High degree of computer skills and effective telephone communication skills in order to influence and build rapport with customers
- Strong command of the English language, including professional level proficiency in reading and writing

**Send your application documents to:**

[sea.recruitment@wilo.com](mailto:sea.recruitment@wilo.com)