

Sales Engineer

Description

We are seeking a motivated and results-driven Sales Engineer to join our growing team. You will play a key role in driving business growth for our M&E solutions, particularly in IT data centre and server room environments

Responsibilities

- Develop and generate new business opportunities for M&E solutions in data centre, server room, and related applications
- Identify and pursue new customers to achieve and exceed sales targets
- Understand market trends, customer requirements, and competitive landscape
- Conduct client meetings and site visits to build strong customer relationships
- Plan and execute sales strategies, including prospecting and follow-ups
- Prepare and deliver proposals, tenders, quotations, and cost estimations
- Work closely with Project and Customer Service teams to ensure successful project delivery
- Maintain accurate sales records and provide regular performance reports to management
- Ensure timely follow-up to drive successful deal closures

Qualifications

- Minimum Diploma in Mechanical & Electrical (M&E), Electrical Engineering, IT, or related field
- Prior sales experience and familiarity in M&E, data centre, or IT solutions is an advantage
- Fresh graduates with strong interest in technical sales are welcome to apply
- Possess own transport is preferred
- Strong communication, presentation, and interpersonal skills
- Self-motivated, sales-driven, and results-oriented
- Able to work independently and perform under pressure
- Positive attitude with strong initiative and willingness to learn
- Professional and well-groomed appearance

Job Benefits

- Competitive base salary: \$3,500 – \$4,000 (commensurate with experience)
- Attractive commission structure (uncapped)
- Transport Allowance provided
- High performers can expect significantly higher earnings based on project closures
- Performance bonus and incentive schemes
- Structured on-the-job training and career development opportunities
- Medical and dental benefits

Hiring organization

Data-Sphere (S) Pte Ltd

Employment Type

Full-time

Industry

Data Centre Facilities & Infrastructure

Job Location

10 Kaki Bukit Avenue 1, #05-01, Singapore 417942

Date posted

October 13, 2026