



Sales Engineer for WEO Corporation Pte Ltd

Position Summary

Kickstart your career as a Sales Engineer at WEO Corporation. You will combine technical knowledge with customer engagement to promote our products and solutions.

Learn to identify customer needs, propose tailored solutions, build lasting relationships, and contribute directly to business growth through technical sales and effective project coordination.

Roles and Responsibilities:
1. Sales & Business Development • Grow and manage your customer portfolio while achieving sales targets. • Identify and engage new customers to expand our business. • Conduct sales presentations, prepare quotations, and close deals. • Travel internationally for customer visits and business development.
2. Customer Relationship Management • Build strong, long-term relationships with customers. • Understand customer needs and propose suitable products and tailored technical solutions. • Provide responsive support throughout the sales and project delivery process.
3. Internal Collaboration & Project Delivery • Collaborate with internal sales, engineering, operations, and other teams to ensure smooth project delivery. • Communicate customer requirements clearly and support timely follow-up on deliverables.
4. Market Analysis & Reporting • Track market trends and share insights with management. • Prepare reports on sales activities and performance.

Learning Outcomes & Objectives:

1. Technical Knowledge

- **Objective:** Develop an understanding of WEO products, applications, optics, physics, and precision manufacturing.
- **Outcome:** Apply technical knowledge to understand customer needs and recommend suitable solutions.

2. Customer Orientation

- **Objective:** Learn to engage customers professionally and identify their technical and commercial needs.
- **Outcome:** Build lasting client relationships through responsive communication and solutions-driven problem solving.

3. Sales & Negotiation

- **Objective:** Gain hands-on experience in presentations, quotations, negotiations, and deal closure.
- **Outcome:** Communicate value effectively, influence decisions, and contribute to sales targets.

4. Professional Development

- **Objective:** Learn from experienced sales and engineering professionals while gaining exposure to international clients and projects.
- **Outcome:** Build technical and commercial skills and progress towards a Sales Manager career path, with high performers eligible for Business Unit Manager within three years.

Requirements:

- Fresh graduates with a **Diploma, Bachelor's, Master's, or PhD** in Engineering (Optics, Mechanical, Electronics) or Science (Physics, Chemistry, Biology).
- Interest in technical sales, customer engagement, and solutions-driven problem solving.
- Strong communication, presentation, and interpersonal skills.
- Proficiency in Microsoft Office (Excel, Word, PowerPoint).
- Willingness to learn, work independently, travel internationally, and adapt to different time zones.
- Knowledge of optics, physics, or precision manufacturing is a plus.
- Proactive, results-oriented, and able to collaborate effectively across teams and with clients.