

# WE ARE HIRING

## **Job Title: Sales Engineer**

**Location:** Singapore

**Company:** PipeLine Process and Systems Pte Ltd

## About us

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PipeLine Process and Systems Pte Ltd is a leading provider of industrial automation, process instruments, and valve solutions, serving a variety of industries including Water & Wastewater, Microelectronics, Oil & Gas, Marine, Power, and Petrochemicals. We are committed to delivering innovative solutions that meet the specific needs of our clients, and we are looking for a motivated and skilled Sales Engineer to join our dynamic team.

## Job Summary

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As a Sales Engineer, you will play a key role in driving sales growth, fostering strong relationships, and providing technical expertise to customers in the process and industrial automation sectors. You will work closely with our sales and engineering teams to deliver optimal solutions, manage customer inquiries, and contribute to ongoing business development efforts.

## Key Responsibilities

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- Develop and maintain relationships with key customers in industries such as Water & Wastewater, Microelectronics, Oil & Gas, Marine, Power, and Petrochemicals.
- Identify and pursue new sales opportunities to expand the company's customer base and market presence.
- Provide technical expertise and product recommendations to customers on our range of process instruments and valves.
- Prepare and deliver product presentations, proposals, and quotations.
- Collaborate with the engineering and project teams to ensure smooth project execution and customer satisfaction.
- Stay current with industry trends, products, and technology to maintain a competitive edge.
- Manage the sales cycle from lead generation to closing deals.
- Provide after-sales support and maintain long-term relationships with customers.
- Meet or exceed sales targets and KPIs set by the company.

# Requirements

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- Singaporean or Singapore Permanent Resident (PR) status.
- Higher Nitec, Diploma or equivalent qualification in Engineering, Industrial Automation, or a related field.
- Proven experience in sales, particularly in industrial automation, process instruments, and valves.
- Strong understanding of the industries served, including Water & Wastewater, Microelectronics, Oil & Gas, Marine, Power, and Petrochemicals.
- Excellent communication and interpersonal skills with the ability to build and maintain relationships.
- Self-motivated, results-oriented, and able to work independently and as part of a team.
- Strong problem-solving and negotiation skills.

# Why Join Us?

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- **Dynamic Work Environment:** Work in a fast-paced, challenging, and supportive environment.
- **Career Growth:** Opportunities for professional development and career advancement.
- **Competitive Compensation:** Attractive salary package and performance-based incentives.
- **Innovative Solutions:** Be part of a company at the forefront of industrial automation and process systems.

If you are passionate about industrial automation, enjoy building relationships with customers, and are ready to take your career to the next level, apply today to join PipeLine Process and Systems Pte Ltd!

# How to Apply

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Send your resume and cover letter to [hr@pipeline.com.sg](mailto:hr@pipeline.com.sg). We look forward to hearing from you!

## Company Address:

PipeLine Process and Systems Pte Ltd  
31 Woodlands Close, #06-35  
Woodlands Horizon  
Singapore 737855

## Contact Information:

Phone: (65) 6570 0310  
Email: [hr@pipeline.com.sg](mailto:hr@pipeline.com.sg)  
Website: [www.pipeline.com.sg](http://www.pipeline.com.sg)

Thank you!