

**Job Title:** Freelance B2B Software Sales Specialist – EPC Sector (Malaysia)

**Job Type:** Freelance / Independent Contractor (Commission-based with performance incentives)

**Location:** Remote (Malaysia-focused), with occasional in-person meetings in Kuala Lumpur and Selangor

**Target Market:** Malaysian Engineering, Procurement & Construction (EPC) companies

### **About the Opportunity**

We are seeking a results-driven B2B Software Sales Specialist to join us on a freelance basis. You will be responsible for penetrating the Malaysian EPC industry and selling high-value custom software solutions including web & mobile applications, IoT systems, Blockchain applications, and AI-powered tools tailored for enterprise resource planning, engineering, project management, procurement, asset tracking, and operational efficiency.

EPC companies in Malaysia are increasingly digitizing operations to improve project delivery, compliance, cost control, and safety. This is a high-potential market for someone who can identify pain points and position advanced tech solutions effectively.

### **Key Responsibilities**

- **Lead Generation:** Proactively identify and generate qualified leads among Malaysian EPC firms (oil & gas, power, infrastructure, construction, etc.) using LinkedIn, industry events, cold outreach, referrals, and market research.
- **Sales Cycle Management:** Handle the full sales process — initial outreach, needs assessment, product demonstrations, proposal preparation, negotiation, and closing deals.
- **Solution Selling:** Effectively articulate the value of custom web/mobile apps, IoT solutions (sensors, monitoring, predictive maintenance), Blockchain (supply chain transparency, smart contracts), and AI solutions (analytics, automation, risk prediction) to technical and C-level stakeholders.
- **Relationship Building:** Develop and nurture long-term relationships with decision-makers (Project Directors, CTOs, Digital Transformation leads, Procurement Heads) in the EPC sector.
- **Pipeline Management:** Maintain accurate records of leads, opportunities, and deals in a CRM (we provide tools).
- **Market Feedback:** Provide insights on market trends, competitor activity, and customer requirements to refine our solution offerings.

## **Requirements**

- Proven experience (minimum 3–5 years) in B2B software sales, preferably selling custom development, SaaS, IoT, AI, or digital transformation solutions.
- Strong understanding of the Malaysian EPC / construction / engineering industry — existing network or contacts in this sector is a big advantage.
- Ability to explain complex technical solutions (web apps, IoT, Blockchain, AI) in business terms and ROI language.
- Excellent communication, presentation, and negotiation skills in English and Bahasa Malaysia.
- Self-motivated, disciplined, and comfortable working independently as a freelancer.
- Access to your own laptop and reliable internet.
- Experience using LinkedIn Sales Navigator, CRM tools (HubSpot), and basic proposal tools is preferred.

## **What We Offer**

- Attractive Commission Structure — competitive percentage on closed deals (with potential for bonuses on high-value contracts).
- Flexible working hours and full autonomy.
- Marketing materials, solution decks, case studies, and technical support from our development team.
- Opportunity to earn significant income as you build a steady pipeline in a growing market.
- Long-term collaboration potential if performance is strong.