

Job description

Job Title: Associate System Engineer/ Intern

Company: DeltaFrontier SDN BHD

Location: Malaysia Kuala Lumpur

About DeltaFrontier

DeltaFrontier is a Singapore-based, value-added solution partner providing edge technologies in the AI and IoT world. As a regional distributor, we are driving digital transformation across Southeast Asia with innovative AIoT smart workspace, data center, and physical security solutions.

We are a fast-growing and innovative company, and our success is built on a team of skilled, accountable, and creative talents. At DF, you will find an environment that values creativity, initiative, and professional growth. We welcome energetic individuals to join us and build the future together.

Key Responsibilities

- Customer Engagement: Assist in building and maintaining relationships with clients in Malaysia. Support senior team members in understanding client requirements and aligning solutions accordingly.
- Sales & Pre-Sales Support: Contribute to lead generation, client presentations, and preparation of proposals that demonstrate DeltaFrontier's AIoT solutions.
- System Demonstrations: Participate in solution demonstrations and assist in showcasing product features and business value to prospects.
- Tender & Proposal Support: Support preparation of RFX submissions and technical proposals, ensuring accuracy and compliance with customer requirements.
- Solution Design Assistance: Work with cross-functional teams to configure and design solutions that meet client needs, including CCTV, access control, and smart workspace solutions.
- Project Deployment Coordination: Assist in coordinating project rollouts and liaising with clients to ensure smooth deployment and timely delivery.
- Market & Industry Research: Keep updated on industry trends, competitor offerings, and emerging technologies to support sales and marketing efforts.

Qualifications & Experience

- Experience: Around 2 years of experience in pre-sales, or technical support in AIoT, smart workspace, physical security systems, or related IT/engineering fields. Fresh graduates or final-year students (internship) are also welcome to apply.
- Technical Knowledge: Familiarity with CCTV, access control, BMS, DCIM, PMS, or digital transformation technologies will be an advantage.



- **Communication Skills:** Strong verbal and written communication skills, able to interact confidently with customers and internal teams.
- **Sales & Customer Orientation:** Keen interest in building customer relationships and providing solutions that bring business value.
- **Problem-Solving & Initiative:** Proactive, analytical, and willing to take ownership of tasks with guidance from senior staff.
- **Education:** Bachelor's degree in Engineering, Computer Science, IT, Business, or a related field preferred. Diploma holders with relevant experience are also welcome.

Why Join Us?

- Be part of a fast-growing regional company driving AIoT innovation.
- Gain hands-on exposure to enterprise sales, smart workspace solutions, and digital transformation projects.
- Learn directly from experienced mentors while contributing to real-world client projects.
- Enjoy career development opportunities in a dynamic, collaborative, and supportive team environment.

To apply, please send your resume and cover letter highlighting your relevant experience and qualifications to HR@DeltaFrontier.com.