



Incorporated in 1993, eNCoral has enjoyed continued success and profitability as a project-based IT systems integration company. For the new millennium, eNCoral has reinvented itself to become an E-Business Solutions company. We offer software based solutions and services to assist our customers through the main steps as they transition into fully functional E-Business. We partner Oracle to provide customers with tools, products and methodologies needed to customize or integrate packaged solutions and develop custom web-based applications. Our key services include implementing reliable, robust and secure computing environments , design and implementing Enterprise Information Portals , implementation of Business Intelligence solutions and Performance Management System.

## **BUSINESS DEVELOPMENT/ PRE-SALES/CONSULTANT**

### **Responsibilities:**

- Achieve sales targets, increase revenue and market share.
- Develop new client accounts.
- Established strong partnerships with leading IT vendors, contractors and distributors.
- Foster strong business relationships with existing client accounts.
- Regular update on customers' demand and market conditions
- Develop close working relationship with customers
- Provide product advice and on-site technical support to met customers' requirements.
- Meet sales targets and performance objectives.
- Prepare quotations.
- Follow up for purchase orders.

### **Requirements:**

- Diploma or Degree in Electrical Electronics Engineering/IT/Computer Science
- 2 years or more sales experience in ICT Software/Applications Solution selling with successful record of quota/target achievements.
- Able to communicate effectively in English and Bahasa Malaysia at all corporate levels.
- Good understanding and contacts in Malaysian market for ICT opportunities.
- Has experience in key account management, account planning, proposal preparation, pre-sales presentation, consultative and technical solution selling and contract negotiation.
- Customer focused with the ability to foster strong business relationships with new and existing customers.
- Good interpersonal and communication skills.
- Result-oriented and possess initiative.

- Self-motivated and a good team player.
- Able to travel and work on opportunities anywhere in West/East Malaysia and Asean region.
- Possess qualified driving license and possess own vehicle.
- Ability to start work at short notice (1 month or less).
- Fresh graduates keen on sales career can also apply for sales management trainee position.

## Software Engineers

### Responsibilities:

- This person will be part of the development team and involved in system analysis, design and development. He/She is also required to provide post implementation system supports, trouble-shooting and system testing.
- Ensure timely delivery of assigned work according to committed deadlines and workloads
- To ensure all deliverables are meeting guidelines, expectations and specifications, such as code quality and coding practices
- Highly motivated, enthusiastic, resourceful team player
- Proactively report to seniors for any design or development issues
- Cooperate and collaborate with company's employees at all levels in achieving common goals and objectives

### Requirements:

- Candidate must possess at least a Bachelor's Degree, Post Graduate Diploma or Professional Degree in Computer Science/Information Technology or equivalent.
- Able to work well in a project team and a team player with excellent Analytical and Problem Solving skills.
- Minimum 1 year working experience with knowledge in JAVA/JSP. Fresh graduates are also encouraged to apply.
- Knowledge or experience in MySQL and Oracle database would be an added advantage.
- Ability to maintain and enhance in-house software.
- Self-motivated, analytical and able to perform in a fast-paced environment.
- Applicants should be Malaysian citizens or hold relevant residence status.

# System Analyst/Programmer

## Responsibilities:

- Participate in user-requirement study, assist in the preparation of requirement specifications in accordance to users' needs.
- Assist in the implementation of projects and enhancements.
- Assist in technical feasibility study, evaluate and analyse user requirements, and recommend solutions.
- Assist in preparation of Functional and Technical Specifications.
- Perform coding and unit testing in accordance with System.
- Development Lifecycle.
- Perform system and integration testing, and support user acceptance testing and implementation.
- Provide production support and resolve issues.
- Ensure that development is completed per the functional specifications standards through the relevant test (Quality Assurance and System Integration Testing/SIT).
- Assist in the preparation of Solution Proposals for new business product requirements.
- Develop and oversee the development of the User Guide and Standard Operating Procedures/SOP for any new applications or enhancements done to existing applications.
- Provide technical consultancy and advisory to other departments on new application or enhancement on existing applications.

## Requirements:

- Candidate must possess at least a Bachelor's Degree, Post Graduate Diploma or Professional Degree in Computer Science/Information Technology or equivalent.
- Required skill(s): Experience in J2EE, Java, Oracle database and knowledge in Software Development Life Cycle (SDLC).
- Knowledge in Struts framework/XML/UNIX is an added advantage.
- Key quality (s): Able to work independently, team player, quick learner, proactive, good interpersonal skills, strong analytical and problem solving abilities.
- Required language(s): English and Bahasa Malaysia
- More than 3 year(s) of strong application development experience with multiple complete SDLC exposure with J2EE/Java environment.
- Strong passion for programming and strong analytical skills.
- Must be pro-active, a good team player and strong self-starter.
- Independent and quick learner.
- Team player who is able to effectively meet deadlines.

# Management Trainee (Accounting)

## Responsibilities:

- Experienced in handling AP, AR, and full set of accounts would be an advantage Must be PC literate with knowledge of computer based accounting software
- To handle petty cash claims and prepare official receipt & payment voucher
- To record and arrange cheques transactions
- To prepare payment for creditors as approved
- To request debit/credit note for debtors/creditors
- To ensure proper records keeping and filing system of the department
- To handle any other related jobs and administrative functions as assigned by the Account/Finance Manager

## Requirements:

- Candidate must possess at least LCCI, Diploma, Advanced/Higher/Graduate Diploma, Bachelor's Degree, Post Graduate Diploma or Professional Degree in Finance/Accountancy/Banking or equivalent.
- Fresh graduates/Entry level applicants are encouraged to apply.
- Required skill(s): Microsoft Office
- Preferred skill(s): Oracle Financials.
- Self-motivated and able to work independently with minimum supervision.
- Willing to learn.
- Applicants should be Malaysian citizens or hold relevant residence status.

Interested applicants are invited to send their full resume  
with recent passport-sized photograph (n.r.)  
not later than **October 10, 2007** to the: -

**Human Resource Department**  
**ENCORAL DIGITAL SOLUTIOS SDN. BHD.**  
No 9 Jalan 3/146, Metro Centre  
57000 Bandar Tasik Selatan  
Kuala Lumpur  
Tel: +03-9058 8000 Fax : +03-5632 0919  
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*please state your job title at the top left hand side*