



## PR/157932 | Sales Assistant Manager

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1505182

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:33

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

A reputable general trading company is looking for a sales personnel who can be responsible for trading biomass such as PKS, wood pellet and for developing biofuels business such as raw material of Sustainable Aviation Fuel.

### Job Responsibilities

- Identify and reach potential clients
- Implement marketing and sales plans and network with industry representatives to expand sales opportunities
- Develop business plans that optimize the growth and profitability of the company
- Communicate with management the initiatives, objectives, strategies, and action plans
- Become primary contact between customers and the company, including deliveries, forecasting, credit, complaint handling, etc.

- Conduct high-level industry research to develop effective sales solutions
- Regular or ad-hoc basis market intelligence & report for target market and product
- Review sales contracts to ensure they meet legal and corporate guidelines
- Participate in collaborative business meetings to update key stakeholders
- Support the Managing Director on the business development process, from market analysis to screening and evaluation of opportunities, including strategic fit assessment

**Job Requirements**

- Bachelor's Degree in any fields, especially Business Administrations, Trading, or related
- At least 5 years of sales experience, dealing with import/export
- Preferred experience in biomass trading, especially exporting biomass to overseas markets
- Candidates who keen to explore in biomass/ energy industries are welcome to apply
- A strong analytical ability to convert raw data and information into actionable business items
- Excellent knowledge and experience of cross-cultured business entities
- Sharp negotiation and networking skills
- Applicants should be Malaysian citizens

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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**Company Description**