



PR/157961 | Senior Sales Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505224

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 07:00

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

Our client is an established wood pallet packaging solutions MNC with operations in Tanjung Langsat, Pasir Gudang, Johor Bahru.

KEY RESPONSIBILITIES

- Work with the Chief Customer Officer & Management team to develop and execute sales plans and strategies to hunt & win new customers and grow existing key accounts.
- Build sales pipelines & budgets, track performance against targets, and undertake sales activities to meet or exceed sales targets through profitable growth.
- Use consultative selling skills to develop proposals that meet customers' needs based on products and services, including Total Packaging Solutions, logistics and sustainable packaging.
- Analyze project financials and viability (revenue, margins, profitability, contracts) and prepare business case (pricing and costs) for approval by Management.

- Prepare and present periodic sales reports and updated forecasts

JOB RESPONSIBILITIES

Degree/Diploma holder.
2-3 years experience preferably with manufacturing or supply chain/logistics industry.
good communication and interpersonal skills.

Benefits

Basic + car allowance + incentive + commission

interested applicants, feel free to apply online or contact us for more information suesin.yong@jac-recruitment.com / 07-2781122 #LI-JCACMY #statejohor

Company Description