



PR/158088 | Sales Manager (Oil & Gas - EPC Expert)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505319

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:35

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

About The Roles:

Candidates must have an experience in Oil & Gas market globally. This role is part of the Regional Sales and Service leadership team. Your main focus will be working closely with customer, consultants EOCs and building a relationship across Oil & Gas vertical market. You will be the ownership of the sales budget for Oil & Gas vertical market and sales growth.

Your Responsibilities:

- Owning the Sales Budget for the Oil & Gas vertical market and pipeline growths. You will be responsible to drive Order Intake, closing orders at assigned profitability targets, develop and implement effective strategic plans.
- Collaborating with the relevant Solution Support functions and Marketing to develop a branding & positioning strategy on company's capabilities as a preferred Cooling Solutions provider.
- Monitoring competitors' activity with the account and ensures that appropriate response strategies are formulated and implemented.
- Giving input on market price developments.
- Driving application of standardized Marketing & Sales processes and tools (CRM system, account plans etc.) for the account.
- You will be the leader of the company commitment to fostering a culture where Compliance & Integrity is woven into the fabric of everything we do.

Requirements:

- A minimum of 10 years experience in Oil & Gas, Chemical and Power business as a Sales Manager with hands-on and technical sales experience.
- A minimum of 8 years experience on EPC is compulsory
- Knowledge on Oil & Gas, Chemicals, Cooling Solutions
- Sales and oriented and able to work within a strict dateline
- Experience in the heat exchanger industry will be an advantage
- A leader to building up process of sales organization

What you need to do now:

Click Apply now to apply for this role or forward your updated resume dewi.muhamad@jac-recruitment.com . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

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Company Description