



PR/158104 | Commercial Business Development Manager (Freight Forwarding)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505364

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:36

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

Our client one of the logistics MNC company leading Air Freight and Sea Freight business globally. With the capabilities to serve thousands of customers worldwide made them the expert within the industries. They are a global logistics execution platform provides a unique integrated proposition of Freight Forwarding solutions who currently looking for a Sales Manager/Business Development Manager to grow their business in Malaysia and to lead the sales team.

Your Main Responsibilities

- Hunt, win and acquire new business and customers for the organization
- Lead the engagement and grow assigned customers in country
- Maintain positive and close relationships with all assigned customers
- Lead and prepare customer quotations and proposals
- Meet targets and/or increase the organization's revenue, volumes and gross profit
- Execute business development strategies and tactics
- Assist management and leadership in the formulation of sales planning, tactics and strategies when required.
- Interact with local and regional product teams (including Air, Ocean and others) on securing the best rates in the market for customer proposal purposes.
- Manage and analyze the performance of owned customers, identify the need for action and execute these actions
- Support and/or enable the growth of assigned accounts regionally or globally if required.

- Work collaboratively with leadership & related stakeholders to implement new & existing sales initiatives
- Work on tenders/RFQs/Bids if required
- Positive internal stakeholder relationship management - Tech, Product, CS, Operations & others
- Contribute ideas on process improvements & implementation of related improvements.
- Internal stakeholder management
- Execute and manage all other jobs as assigned by immediate and dotted line manager

Requirements

- Degree / Diploma in Business Administration or Sales & Marketing
- **Min. 5 years' customer facing sales experience of with 3 years in a sales management capacity in a freight forwarding, shipping, Logistics or Supply Chain environment is a MUST**
- Good records in execution of successful sales development strategies
- Working knowledge in Freight Forwarding and/or logistics related operations and selling process
- Proactive, independent and able to multi-task and work in a matrix reporting environment
- Strong customer focus and service ethics
- Proficient in use of Microsoft Office applications.
- Good interpersonal skills, accountable, initiative and willingness to learn
- Good consultative sales techniques and well-developed negotiation skills
- Possess a high level of honesty, integrity, and ethics
- Good team player with positive working attitude

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