



PR/158129 | Sales Manager (Freight Forwarding - Shah Alam)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505393

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 is a Japanese logistics company specializing in providing comprehensive logistics solutions, including sea and air freight forwarding, warehousing, transportation, container haulage, customs clearance, and international shipping services. Currently, they are seeking an experienced sales manager to lead a sales team and spearhead the exploration of new markets while implementing total logistics sales strategies. Your primary responsibilities will include organizing sales activities, collaborating closely with internal stakeholders to develop new initiatives, and establishing sales business plans to promote and sell services to existing or potential clients.

Job description: -

- Lead & manage a team of sales personnels to explore new market & implementation of total logistic sales strategy.
- Actively organizing sales activities and work closely with internal stakeholders to develop new initiatives to drive sales growth and support business expansion.
- Establish sales business plan to promote and sell services to existing or potential clients which target to expand customer database.
- Organize customer visit to promote service packages and propose quotation to customers in a timely manner.
- Conduct & propose annual business revenue budget plan to regional & country management.
- Update/record all business development/sales activities using **CRM** on a timely manner.
- Monthly business development meeting & generate sales report for analysis to identify business strength & opportunities.

Requirements: -

- Possess a Diploma/Degree in any field with at least **4-6 years of working experience in logistic industry** .
- Hands on experience in total logistic sales menu . Sea / Air freight forwarding, warehouse, transportation, container haulage, custom clearance & international shipping solutions.
- Good understanding of logistics solution concepts and demonstrate solutions with value added propositions offering.
- Strong leadership capabilities with effective Interpersonal skills.
- Proficient in English, Malay & Mandarin is an advantage.
- This vacancy available at Shah Alam, Senai Johor and Penang

#JACKL

#Freight&Forwarding

#SalesManager

Company Description