



PR/158096 | Business Development Executive/ Manager (Freight Forwarding) | Klang

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1509003

Industry

Railway, Airline, Other Transport

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:23

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

Are you passionate about driving business growth in the logistics industry? Our client is a logistic freight forwarder company that has been in the market Malaysia for over 30 years. Currently, they are seeking a dynamic Business Development Executive/ Manager to manage their company sales by developing a business plan.

Job Responsibilities:

- Secure key accounts and meeting revenue/GP target.
- Practice Customers Relationship Management (CRM) to ensure continuous & growing business support.
- Conduct regular sales prospecting activities including cold-calls, networking and customer referrals.
- Ensure smooth operation of sales administration and customer service activities
- Provide guidance/briefing on customers' expectations & requirements on newly acquired accounts and render support to Sales Coordinators on any customers' or inter-department issues as to achieve high level customers' satisfaction.
- Submit weekly sales activity reports and quarterly report on sales focus & plan.

- Regular analysis on sales metrics, develop or improve on sales strategies and sales approach as to achieve effective selling.

Job Requirements:

- Diploma/Degree in Logistics/Transportation/ Supply Chain/ Business Marketing/ Mass Communication or related field.
- Minimum 3-5 years sales / customer service experience in Logistics sector
- Self-driven, ambitious and resourceful. Able to lead with proven track records/profile.
- Strong capabilities in operations planning and management.
- Exceptional communication, negotiation, interpersonal, and analytical skills.

Company Description