



PR/158106 | Sales Assistant Manager

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1509011

Industry

Chemical, Raw Materials

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

The company specializes in the manufacturing of printing inks, synthetic resins, and chemical trading. As Sales Assistant Manager, you will be responsible for developing sales strategies and servicing existing customers, as well as developing new customer accounts for the chemical trading business.

Job Responsibilities

- Develop and implement sales strategies, prospecting, and follow-up methodology
- Servicing existing customers, developing new customer accounts, and maintaining good relationships with customers
- Conduct market research to identify potential businesses and evaluate customers' needs
- Monitors competition by gathering current market information on pricing, products, new products, delivery schedules, customer service levels, etc.

- Handle customer inquiries and/or complaints promptly, investigate problems, and provide appropriate solutions
- Inventory management to ensure sufficient stocks to support sales
- Liaise with the sales team, production, and any other related departments to ensure smooth work operation
- Reporting and documentation

Job Requirements

- Degree in Marketing, Business Administration, Chemistry, Science, or a related field
- Minimum 5 years of chemical sales experience
- A strategic and analytical thinker with the ability to interpret sales information and translate it into business strategies
- Results-oriented and able to work independently in a fast-paced environment
- Good presentation skills and proficiency in Microsoft Office applications
- Possess effective leadership, communication, negotiation, and influencing skills
- Possess own vehicle and be willing to travel as and when required

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description