



PR/158182 | Sales Executive (Finance Leasing)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512515

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 8th, 2025 11:00

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 JOB

You will play vital role as Leasing Sales Executive and responsible for developing and maintaining relationships with manufacturers, dealers, and end-users to generate sales leads and secure business opportunities

JOB RESPONSIBILITIES

- Build and maintain relationships with manufacturers and dealers to generate sales leads.
- Actively reach out to end-users to identify their needs and secure business opportunities.
- Deliver sales presentations to highlight leasing solutions and negotiate terms with potential clients.
- Conduct credit assessments and pre-screen potential clients to determine their suitability for leasing options.

- Work closely with the internal team to ensure smooth processing and fulfillment of lease agreements.
- Track market trends, competitor activities, and customer feedback to uncover new business opportunities.
- Provide exceptional customer service and ongoing support throughout the leasing process, ensuring client satisfaction.
- Meet and exceed sales targets, contributing to the overall growth and success of the company.
- Prepare and submit regular sales reports and forecasts to management.
- Perform additional duties as requested by management to support the company's goals and objectives.

JOB REQUIREMENTS

- Bachelor's degree in a relevant field.
- Proven sales experience, preferably in the leasing or financial services industry.
- Strong understanding of leasing products and financial solutions.
- Ability to analyse financial statements to perform customer credit pre-screening.
- Excellent communication and interpersonal skills in English, with professional-level proficiency in Chinese and Malay
- Proficient in Microsoft Office Suite, particularly Word, Excel, and PowerPoint.
- Self-motivated with a strong drive to achieve sales goals.
- Ability to work independently and collaboratively within a team.

BENEFITS

- Professional career growth opportunity
- Supportive and collaborative work environment

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Company Description