



PR/158225 | National Sales Director

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1512542

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 8th, 2025 10:01

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 one of Leader in International Freight Forwarding company. In view the operational expansion they are currently seeking dynamic, competent and suitably qualified individuals to join the team.

National Sales Director will be responsible for overseeing and driving sales strategies across multiple offices in Peninsular Malaysia (Johor, Penang And Selangor). This positions must have possess exceptional leadership skills, a proven track record in sales management within the logistics industry, and the ability to formulate and execute innovative sales initiatives to achieve revenue targets

1.Sales Strategy Development:

Develop comprehensive sales strategies aligned with the company's goals and objectives to drive revenue growth and market penetration in the freight forwarding industry.

2.Team Leadership:

Lead and motivate a team of sales professionals across multiple locations, providing guidance, coaching, and support to

ensure the achievement of individual and team targets.

3. Market Analysis:

Conduct regular market analysis to identify emerging trends, customer needs, and competitive activities, leveraging insights to adjust sales strategies accordingly.

4. Client Relationship Management:

Foster and maintain strong relationships with key clients, understanding their business requirements, and providing tailored solutions to meet their logistics needs.

5. Revenue Generation:

Drive sales activities to achieve revenue targets, including prospecting, lead generation, negotiation, and closing deals with both existing and new clients

6. Performance Monitoring:

Implement performance metrics and KPIs to track sales performance, providing regular reports and analysis to senior management.

7. Collaboration:

Collaborate closely with internal departments such as operations, customer service, and finance to ensure seamless execution of sales initiatives and exceptional customer experience.

8. Training and Development:

Conduct regular training sessions and workshops for the sales team to enhance their product knowledge, sales techniques, and overall effectiveness.

9. Compliance:

Ensure compliance with company policies, industry regulations, and ethical standards in all sales activities.

1. Bachelor's degree in Business Administration, Sales, Marketing, or related field. Master's degree preferred.
2. Proven track record of at least 7 years in sales management, preferably within the freight forwarding or logistics industry.
3. Strong leadership skills with the ability to inspire and motivate a diverse sales team.
4. Excellent communication, negotiation, and presentation skills.
5. Strategic thinker with the ability to develop and implement effective sales strategies.
6. Analytical mindset with proficiency in market analysis and performance metrics.
7. Demonstrated ability to build and maintain strong client relationships.
8. Results-oriented with a focus on achieving and exceeding sales targets.
9. Ability to travel frequently between Kuala Lumpur, Johor Bahru, and Penang as required

Interested candidate that has experience and knowledge in the industry are welcome to apply for the role and successful candidate will be contacted. Please send your latest resume or application direct to purnamawati.shariffudin@jac-recruitment.com

Company Description