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PR/158465 | Senior Export Sales Executive (HVAC / Air Conditioning)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1515590

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
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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 our client: -
Our client is a leading expert in the design manufacturer and installation of various type of cooling tower. They provide solution in cooling tower industry with series of product, low noise series, super low noise, compact design for space limitation, high temperature application, dirty water application and etc. They also provide after sales service and supplies spare part for the replacement market. Currently, they are looking for an export sales engineer for their expansion project.

Location to work: Puchong, Selangor

Job Responsibilities
- Penetrate new markets and identify prospective customers
- Maintain strong business relationships with both new and existing customers
- Collaborate with team members and management to develop strategies that effectively present our products to customers
- Drive sales result, ensuring quick responses to all inquiries and follow ups
- Exhibit a positive personality, strong communication skills, and the ability to work both independently and as part of a team
- Experience in HVAC and Air Conditioning product sales is an added advantage

Accountability:
- Maintain good business relationship with clients by providing support, guidance and recommending solutions
- Identify business opportunities through research and analysis of sales options

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Company Description