



PR/158473 | Sales Assistant Manager (Industrial)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1516108

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 10:19

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 a leading global manufacturer and developer of power transmission products, with strong market positions in premium-quality chains, power transmission units and components, automotive timing chain drive systems, and factory automation systems. They are now looking for Sales Assistant Manager to lead and drive sales growth.

Location to work: Shah Alam, Selangor

Job Responsibilities: -

- Develop and implement effective sales strategies to achieve company's sales goals and objectives.
- Support the sales team, providing guidance, and coaching to ensure high performance and productivity.
- Set sales targets and closely monitor the team's performance against these targets, taking appropriate actions to address any gaps.
- Identify new business opportunities and develop strategic plans to expand the customer base and increase market share.
- Build and maintain strong relationships with key clients, understanding their needs, and ensuring customer satisfaction.
- Conduct market research and analysis to identify emerging trends, customer preferences, and competitive activities, providing valuable insights to the sales team.
- Collaborate with other departments, such as marketing and product development, to align sales strategies with overall

company objectives.

- Monitor and report on sales activities, performance, and market trends to senior management, providing regular updates and recommendations.
- Stay updated on industry developments and best practices, continuously enhancing knowledge and skills to maintain a competitive edge.
- Foster a positive and high-performing sales culture, promoting teamwork, collaboration, and a customer-centric approach within the sales team.

Requirements:-

- Bachelor degree in Mechanical Engineering, or a related field.
- Proven track record of success in sales, with a minimum of 3-5 years of experience in a similar senior sales executive role.
- Excellent leadership and people management skills, with the ability to motivate and inspire a sales team.
- Strong business acumen and strategic thinking, with the ability to analyse market trends and make data-driven decisions.
- Exceptional communication and negotiation skills, with the ability to build and maintain relationships with clients at various levels.
- Results-oriented mindset, with a demonstrated ability to meet or exceed sales targets and drive revenue growth.
- In-depth knowledge of the industry, market dynamics, and competitor landscape.

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Company Description