



PR/158566 | Assistant Manager (Sales)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1521572

Industry

Securities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 11th, 2025 10:32

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 the well-established international trading company in Japan, involved in diverse industries such as automotive, chemicals, machinery and metals. They are currently seeking an **Assistant Manager (Sales)** for their **Silica department**. **This role focuses on sales and project management** within the silica trading sector, superficially in the automotive industry.

Job Descriptions:
Supplier and Customer Relationship Management

- Maintain and strengthen relationships with both existing and potential suppliers and customers to ensure seamless operations

Silica Trading Operations

- Develop in-depth knowledge of silica trading, including the logistics of bulk vessel and container shipments
- Ensure smooth coordination of deliveries to the Southeast Asia (SEA) and East Asia (EA) regions

Sales and Marketing

- Actively promote silica products in the SEA and EA regions
- Develop sales strategies and business plans to drive revenue and expand market presence

Project Management

- Lead projects as the main person in charge, overseeing all aspects of project planning, strategy formulation, execution and completion within timeline

Product Development and Innovation

- Study market trends and lead efforts to develop high-value-added and downstream silica products

International Communication

- Collaborate and communicate with organization overseas branches to coordinate international efforts for promoting silica products

Reporting

- Prepare and submit comprehensive reports to HQ Japan Headquarter, pertaining to the status of trading activities, market insights and strategic developments, etc

Compliance

- Ensure the Company complies with the related laws and regulations on quarrying operations
- Undertake adhoc or any other assignment, as and when required by immediate superior and/or the top management

Requirements:

- Bachelor degree in Mining Engineering, Mineral Resources Engineering, Quarrying, Supply Chain Management, International Business, or a related field.
- At least 3 years of work experience in mining operations or a related industry.
- Solid understanding of the mining industry, including extraction, processing, raw commodity trading, and international logistics.
- Proven track record in sales and market expansion.
- Strong analytical and business acumen to drive business decisions and market development.
- Experience in leading cross-functional projects, particularly within the mining, industrial, or trading sectors.
- Good negotiation skills and contract management expertise, with the ability to deliver cost savings and value-added solutions for customers and stakeholders.
- Results-oriented, with a dynamic personality, good follow-through, and strong organizational skills.
- Proactive, self-motivated, and able to work under pressure with tight deadlines while maintaining a positive mindset.

Company Description