



PR/157435 | Senior Manager - Sales & Marketing (Property Development)

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1505061

業種

土木

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:31

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

A conglomerate ranked in the Fortune 500 top global companies list that focuses on Infrastructure construction services and Property Development are looking for an ambitious Senior Manager with vast experience in Property Development specifically Sales and Marketing to be part of their business expansion journey in South East Asia and the Pacific Region

JOB RESPONSIBILITIES

- Develop and drive sales strategies to achieve business objectives, growth and profitability.
- Responsible to lead and manage the sales team, providing guidance, motivation, and support to achieve individual and team sales goals.
- Build a rapport and maintain strong working relationships with clients with the aim to genuinely understand their needs

and preferences to effectively promote property projects.

- Conduct market research and analysis to identify opportunities, trends, and competitive landscape in the property development sector.
- Develop and execute promotional activities, marketing campaigns, and sales events to generate leads and drive sales growth.
- Monitor sales performance metrics, analyze sales data, and prepare regular reports to track progress and identify areas for improvement.
- Ensure high levels of customer satisfaction by providing excellent service, addressing inquiries, and resolving issues in a timely manner
- Negotiate terms and conditions of sales agreements, contracts, and pricing to secure profitable deals for the company.
- Ensure compliance with regulatory requirements, prepare sales documentation, contracts, and agreements accurately and in accordance with company policies.
- Collaborate with cross-functional teams including Real Estate Agency, finance, and project management to align sales efforts with overall business objectives.

JOB REQUIREMENTS

- Minimum 10 years of experience working in a property development company and handling high-end clients.
- Existing contacts and connections of clients in Asia and other regions is advantageous.
- Bachelor's degree/Diploma in Business Administration, Marketing or equivalent.
- Proven experience in sales management within the property development industry.
- Strong leadership skills with the ability to motivate and inspire a sales team.
- Excellent communication, negotiation, and interpersonal skills.
- Demonstrates sound knowledge of property market trends, customer preferences, and regulatory requirements.

Click Apply Now to apply for this role or forward your updated CV to

sunil.see@jac-recruitment.com

Thank you!

#LI-JACMY

#countrymalaysia

会社説明