



PR/157903 | Assistant Business Development Manager

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

1505149

業種

その他（メーカー）

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 11:32

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

A leading provider of high-quality metal products and recycling solutions, committed to addressing diverse industrial needs, is seeking a dynamic and experienced Assistant Business Development Manager to join their team.

Main responsibilities of the Assistant Business Development Manager role:

- Present and promote our services to both prospective and existing customers.
- Conduct cost-benefit and needs analysis to align with potential customers' requirements.
- Build, develop, and maintain positive relationships with business and customers.
- Identify and establish suitable locations for warehouse and office spaces.
- Source and interview warehouse personnel and logistics companies.
- Provide on-site service support and follow-up to ensure customer satisfaction.
- Plan and coordinate weekly pickup schedules with customers, and work with team members and other departments.
- Assist in identifying market competitors for the company's products and services.
- Reach out to potential customers through cold calling.
- Accurately and timely update sales data/records in the ERP system.
- Collaborate closely with the Materials Procurement Manager to meet sales and marketing goals.
- Complete additional assignments as directed by management

Main Requirements:

- Bachelor's Degree in Business or a related field, with at least 3 years of relevant experience.

- Familiarity with BRM and CRM practices, with the ability to build productive professional relationships.
- Capability to create and deliver tailored presentations to meet audience needs.
- Strong relationship management skills and openness to feedback.
- Mature personality with a positive attitude, able to work independently and self-motivated.
- Excellent communication, interpersonal, and presentation skills.
- Highly motivated and target-driven with a proven sales track record.

Benefits:

- Competitive salary and benefits package.
- A dynamic and innovative work environment.
- Career growth and development opportunities.

会社説明