



PR/157721 | Sales Assistant 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

1505173

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 11:33

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

About our client

Our client was founded in 1915 and has set "Electric motors and their application" as its business domain and supported the leading-edge industries of the age. Their core technologies are motion control, robotics and power conversion. The motion control business broadly consists of two product lineups: AC servo drives and AC drives. AC servo drives, which excel high-speed and high-precision position control, are applied to various automatic machines. The emergence of AC drives drastically upgraded the productivity of factories and contributed to advancements in industrial and energy savings. These technologies and products born and created out of their search for elaborate control of mechanical movement contributes on a daily basis to improvements in the quality and efficiency of manufacturing around the world.

Job Responsibilities

- Achieve sales orders and profit
- Proactively explore business opportunities and expand new customers
- Exercise sales programs/actions to increase loyalty and sales for products and solutions

- Attend to sales enquiry and generate quotations
- Work closely with customers in the development of applications to meet customers' needs
- Engage in active sales visits and dealings with customers & distributors
- Organize and conduct presentations to potential and existing customers
- Debt monitoring & collections with end customers & distributors
- Prepare sales reports
- Market studies & feedbacks

Job Requirements

- At least 10 years working experience in sales & marketing of Factory Automation products and/or electrical machinery for industrial applications
- Abilities to provide product support for pre-sales and post-sales to End Users & Distributors
- Experience in HVAC, water work, Oil & Gas, General Industry.
- Additional knowledge in system solution will be a plus
- Experience in liaising with channel partners, contractors, consultants, product support for pre-sales, post-sales, end-uses.
- Good presentation and interpersonal skills
- Understand IEC and other standards
- Able to travel within MALAYSIA regions

会社説明