



PR/157932 | 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

1505182

業種

化学・素材

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

A reputable general trading company is looking for a sales personnel who can be responsible for trading biomass such as PKS, wood pellet and for developing biofuels business such as raw material of Sustainable Aviation Fuel.

Job Responsibilities

- Identify and reach potential clients
- Implement marketing and sales plans and network with industry representatives to expand sales opportunities
- Develop business plans that optimize the growth and profitability of the company
- Communicate with management the initiatives, objectives, strategies, and action plans
- Become primary contact between customers and the company, including deliveries, forecasting, credit, complaint handling, etc.

- Conduct high-level industry research to develop effective sales solutions
- Regular or ad-hoc basis market intelligence & report for target market and product
- Review sales contracts to ensure they meet legal and corporate guidelines
- Participate in collaborative business meetings to update key stakeholders
- Support the Managing Director on the business development process, from market analysis to screening and evaluation of opportunities, including strategic fit assessment

Job Requirements

- Bachelor's Degree in any fields, especially Business Administrations, Trading, or related
- At least 5 years of sales experience, dealing with import/export
- Preferred experience in biomass trading, especially exporting biomass to overseas markets
- Candidates who keen to explore in biomass/ energy industries are welcome to apply
- A strong analytical ability to convert raw data and information into actionable business items
- Excellent knowledge and experience of cross-cultured business entities
- Sharp negotiation and networking skills
- Applicants should be Malaysian citizens

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

会社説明