



PR/157961 | Senior Sales Executive

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

1505224

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 11:34

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

Our client is an established wood pallet packaging solutions MNC with operations in Tanjung Langsat, Pasir Gudang, Johor Bahru.

KEY RESPONSIBILITIES

- Work with the Chief Customer Officer & Management team to develop and execute sales plans and strategies to hunt & win new customers and grow existing key accounts.
- Build sales pipelines & budgets, track performance against targets, and undertake sales activities to meet or exceed sales targets through profitable growth.
- Use consultative selling skills to develop proposals that meet customers' needs based on products and services, including Total Packaging Solutions, logistics and sustainable packaging.
- Analyze project financials and viability (revenue, margins, profitability, contracts) and prepare business case (pricing and costs) for approval by Management.

- Prepare and present periodic sales reports and updated forecasts

JOB RESPONSIBILITIES

Degree/Diploma holder.

2-3 years experience preferably with manufacturing or supply chain/logistics industry.

good communication and interpersonal skills.

Benefits

Basic + car allowance + incentive + commission

interested applicants, feel free to apply online or contact us for more information suesin.yong@jac-recruitment.com / 07-

2781122 #LI-JCACMY #statejohor

会社説明