



JAC Recruitment

We are recruitment specialists around the globe

Malaysia



PR/158073 | Corporate Sales Manager (Aerospace)

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

1505277

業種

鉄道・航空・その他旅客輸送サービス

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

About Our Client

Our client is a market leader in supplying steel, titanium, aluminum and other type of metals. They are a well-known global supply chain with more than 300 locations globally, currently looking for a Corporate Sales Manager with a good leadership skill who can mentor and grow the sales team as well as to support the Sales for Asia region.

Your Main Responsibilities

- Create effective strategies to grow company revenue streams
- Interview, short list, hire and train sales staff
- Review new potential added value opportunities
- Monitor, assess and implement new strategies for team performance
- Analyse and prepare reports, budgets and forecasts
- Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met
- Address customer or employee issues
- Attend various sales meetings, functions, conferences, shows or expos
- Support with forecast planning, both monthly & annually adhering strict deadlines
- Responsible for creating Sales Reports as and when required
- Completion of regular weekly and monthly report

- Ensure customer service levels are maintained to the highest standard
- Support the Sales Team with customer quotations and large tenders
- Support the Sales Team with customer meetings
- Maintain Sales staff training records
- Conduct 1-2-1's monthly / quarterly with direct reports
- Ad Hoc reporting and generation of information to support other departments
- Ensure you have read the Company's health and safety policies and procedures and observe them at all times
- Reporting any accidents or near misses immediately to your manager and record them in the accident book
- Ensure your workplace is kept tidy and any hazards are eliminated or reported to your line manager
- Always wear appropriate protective clothing whilst on site
- Attends all health and safety training as required by the Company

Qualifications

- Bachelor Degree in Mechatronic/Materials/Aviation Engineering or equivalent
- **A minimum of 10 years experience** working in similar role, particularly stockholding (Metals) with Sales leadership role
- **At least 5 years experience working in Aerospace industry**
- Knowledge of Aerospace Industry and/or Aerospace grade metals
- Experience using ERP and CRM system
- Very good understanding of MS Office, Outlook and other MS Tools
- Customer facing experience and leadership skills
- Ability to meet deadlines and able to communicate to individuals at all levels
- Time management and good team working skills
- Willing to work above and beyond to meet deadlines and when the business needs required.
- Good presentation skills, excellent analytical and organizational skills.

What you need to do now:

Click Apply now to apply for this role or forward your updated resume dewi.muhamad@jac-recruitment.com . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

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#CityShahAlam

会社説明