



PR/158088 | Sales Manager (Oil & Gas - EPC Expert)

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

1505319

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 11:35

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 The Roles:

Candidates must have an experience in Oil & Gas market globally. This role is part of the Regional Sales and Service leadership team. Your main focus will be working closely with customer, consultants EOCs and building a relationship across Oil & Gas vertical market. You will be the ownership of the sales budget for Oil & Gas vertical market and sales growth.

Your Responsibilities:

- Owning the Sales Budget for the Oil & Gas vertical market and pipeline growths. You will be responsible to drive Order Intake, closing orders at assigned profitability targets, develop and implement effective strategic plans.
- Collaborating with the relevant Solution Support functions and Marketing to develop a branding & positioning strategy on company's capabilities as a preferred Cooling Solutions provider.
- Monitoring competitors' activity with the account and ensures that appropriate response strategies are formulated and implemented.
- Giving input on market price developments.
- Driving application of standardized Marketing & Sales processes and tools (CRM system, account plans etc.) for the account.
- You will be the leader of the company commitment to fostering a culture where Compliance & Integrity is woven into the fabric of everything we do.

Requirements:

- A minimum of 10 years experience in Oil & Gas, Chemical and Power business as a Sales Manager with hands-on and technical sales experience.
- A minimum of 8 years experience on EPC is compulsory
- Knowledge on Oil & Gas, Chemicals, Cooling Solutions
- Sales and oriented and able to work within a strict dateline
- Experience in the heat exchanger industry will be an advantage
- A leader to building up process of sales organization

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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会社説明