



PR/158048 | Business Development Executive - Sheet Metal Fabrication

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

1505363

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 11:36

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

Company and Job Overview

In the metal fabrication industry, a prominent company is seeking a skilled Business Development Executive with experience in metal stamping. This role involves identifying new business opportunities, building and maintaining strong client relationships, and driving sales growth. The ideal candidate will have a deep understanding of metal stamping processes, excellent communication skills, and a proven track record in business development. This is an exciting opportunity for a professional looking to contribute to a leading company known for its high-quality metal products and innovative solutions.

Job Responsibilities

- Create and deliver technical presentations to showcase our products or services to clients.
- Draft quotations and proposals for customers.
- Understand customer needs and offer sales support.
- Generate high-quality sales leads, follow up after initial contact, secure and renew orders, negotiate prices, finalize sales, and coordinate deliveries.
- Work with the engineering team to research, develop, and modify products to meet customers' technical requirements.
- Address customer issues by collaborating with internal and external resources.
- Collect and log customer feedback, analyze the data, and develop new sales and marketing strategies.
- Identify areas for improvement, communicate these to upper management, and suggest possible solutions.
- Provide weekly business development reports on quotations sent to customers and their status.

Job Requirements

- Bachelor's degree or Diploma in Mechanical Engineering or a related field.
- Experience in sales and the technology sector.
- Minimum of 2 years of working experience in a manufacturing environment.
- Strong organizational and time management skills.
- Excellent communication and interpersonal skills.

Benefits

- Opportunities for professional development and career growth.

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 you that only shortlisted candidates will be notified. Thank you for your understanding.

会社説明