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PR/158182 | Sales Executive (Finance Leasing)

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
1505478

業種
銀行・信託銀行・信用金庫

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 11:37

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 JOB

You will play vital role as Leasing Sales Executive and responsible for developing and maintaining relationships with manufacturers, dealers, and end-users to generate sales leads and secure business opportunities

JOB RESPONSIBILITIES

- Build and maintain relationships with manufacturers and dealers to generate sales leads.

- Actively reach out to end-users to identify their needs and secure business opportunities.

- Deliver sales presentations to highlight leasing solutions and negotiate terms with potential clients.

- Conduct credit assessments and pre-screen potential clients to determine their suitability for leasing options.

- Work closely with the internal team to ensure smooth processing and fulfillment of lease agreements.

- Track market trends, competitor activities, and customer feedback to uncover new business opportunities.

- Provide exceptional customer service and ongoing support throughout the leasing process, ensuring client satisfaction.

- Meet and exceed sales targets, contributing to the overall growth and success of the company.

- Prepare and submit regular sales reports and forecasts to management.

- Perform additional duties as requested by management to support the company's goals and objectives.

JOB REQUIREMENTS

- Bachelor's degree in a relevant field.

- Proven sales experience, preferably in the leasing or financial services industry.

- Strong understanding of leasing products and financial solutions.

- Ability to analyse financial statements to perform customer credit pre-screening.

- Excellent communication and interpersonal skills in English, with professional-level proficiency in Chinese and Malay

- Proficient in Microsoft Office Suite, particularly Word, Excel, and PowerPoint.

- Self-motivated with a strong drive to achieve sales goals.

- Ability to work independently and collaboratively within a team.

BENEFITS

- Professional career growth opportunity

- Supportive and collaborative work environment

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会社説明