



PR/157209 | Sales Manager (Freight Forwarding - Shah Alam)

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

1508804

業種

物流・倉庫

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12月11日 15:17

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 a Japanese logistics company specializing in providing comprehensive logistics solutions, including sea and air freight forwarding, warehousing, transportation, container haulage, customs clearance, and international shipping services. Currently, they are seeking an experienced sales manager to lead a sales team and spearhead the exploration of new markets while implementing total logistics sales strategies. Your primary responsibilities will include organizing sales activities, collaborating closely with internal stakeholders to develop new initiatives, and establishing sales business plans to promote and sell services to existing or potential clients.

Job description: -

- Lead & manage a team of sales personnels to explore new market & implementation of total logistic sales strategy.
- Actively organizing sales activities and work closely with internal stakeholders to develop new initiatives to drive sales growth and support business expansion.
- Establish sales business plan to promote and sell services to existing or potential clients which target to expand customer database.
- Organize customer visit to promote service packages and propose quotation to customers in a timely manner.
- Conduct & propose annual business revenue budget plan to regional & country management.
- Update/record all business development/sales activities using **CRM** on a timely manner.
- Monthly business development meeting & generate sales report for analysis to identify business strength & opportunities.

Requirements: -

- Possess a Diploma/Degree in any field with at least **4-6 years of working experience in logistic industry** .
- Hands on experience in total logistic sales menu . Sea / Air freight forwarding, warehouse, transportation, container haulage, custom clearance & international shipping solutions.
- Good understanding of logistics solution concepts and demonstrate solutions with value added propositions offering.
- Strong leadership capabilities with effective Interpersonal skills.
- Proficient in English, Malay & Mandarin is and advantages.
- This vacancy available at Shah Alam, Senai Johor and Penang

#JACKL

#Freight&Forwarding

#SalesManager

会社説明