



PR/157905 | Sales Engineer

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

1508919

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12月11日 15:20

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 of Client

Our client is a Japanese based trading company specializing in the manufacturing of abrasive tools using for lapping, grinding, sharpening, dressing and many other applications. Due to expansion, they are looking for the following talent joining their team.

Job Responsibilities

- Organize and manage sales team and business development team;
- Meet daily, monthly and yearly sales target;
- Create end users demand;
- Establishes sales objectives by forecasting and developing annual sales quotas for each territory;
- Establishes and adjusts selling price by monitoring costs, competitors pricing etc;
- Implement sales programs by developing field sales action plans;
- Implement sales campaign / promotion in line with the Company's objectives;

- Develop and conduct training programs and product demonstrations for dealers and specific end users.
- Ensure all monetary collection from the customers;
- Carry out marketing functions in accordance to the Company's products;
- Visit customers to create good rapport with the Company;
- Gather and compile all competitors' pricing and sales activities;
- Assist in all aspects on the Company overall sales functions;
- Perform any ad hoc assignments as assigned by immediate superior.

Job Requirements

- Candidate must possess at least Bachelor's Degree in any related fields;
- Minimum five (5) years of experience in sales management and preferably with knowledge in industrial products;
- Possess a strategic mind set with high level of integrity, ethics and results driven;
- Excellent analytical, problem solving, interpersonal and communication skills;
- Excellent participatory management skills, effective team-builder with high accountability for his/her actions;
- Required skills: Microsoft Words & Excel;
- Required language: English, Chinese, and Bahasa Malaysia.

会社説明