



## 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

1509056

#### 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12月11日 15:24

### 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