



## PR/158355 | Senior Sales Executive, IT

## 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

1511034

## 業種

その他（商社）

## 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17日 11:30

## 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

Our clients are a leading distributor of IT products and solutions, well established for over 25 years in Malaysia. They are currently seeking a Senior Sales Executive experienced in the IT industry to join their dynamic team. This role will be based in Klang and would require regular travel.

## Job Responsibilities

- Act as the face of the company, promoting our products and services to customers and dealers.
- Provide detailed information about our offerings, highlighting their benefits and features.
- Drive sales growth and profitability within your designated section by meeting and exceeding sales targets.
- Regularly monitor and track sales performance, ensuring alignment with company goals.

- Manage key accounts, maintaining strong relationships with existing clients and nurturing new sales prospects.
- Identify and pursue new sales opportunities to expand our customer base.
- Ensure timely collection of payments from customers and dealers, maintaining accurate records.
- Prepare and submit weekly sales reports, providing insights into sales activities and performance.

#### Job Requirements

- Proven experience as a Senior Sales Executive or similar role in the IT industry.
- Strong understanding of IT products and business solutions, particularly in networking.
- Excellent communication and presentation skills in English, Malay, & Mandarin
- Ability to develop and implement effective sales strategies.
- Strong analytical and problem-solving skills.
- Ability to build and maintain strong client relationships.
- Proficiency in using CRM software and other sales tools.
- Ability to work independently and as part of a team.
- Willingness to travel and participate in industry events.

#LI-JACMY  
#stateSelangor

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会社説明