



PR/158364 | Product Sales Executive - Engineering & Drainage Systems

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

1512441

業種

土木

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24日 10:37

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

Our client is a leader rainwater management solution for building projects. They are seeking a **Project Sales Executive** to join their team. In this role, you will be responsible for promoting and selling drainage systems to engineers, developers and other key stakeholders within the construction industry. You will need to manage the entire sales process from identifying potential clients and understanding their needs to provide solutions, preparing proposals and ensure success project delivery.

Working location: Shah Alam, Selangor

Job Responsibilities: -

- To attend, service and promote specify company products to Quantity Surveyors, Engineers and Developers
- Build and maintain strong relationships with clients to understand their needs and develop sales strategies
- Prepare proposals, provide solutions and communicate product details
- Conduct product briefings and presentations to clients
- Coordinate with clients on technical aspects of the projects
- Identify new leads and maintain relationships with existing clients
- Monitor market trends and provide insights to the manager
- Meet sales target and work independently
- This role may involve covering additional regions if needed

Requirements: -

- Diploma/ Degree in Business, Marketing, Construction or a related field
- Prior experience in **plastic pipe sales is a must**
- Ability to read and understand construction/ architectural drawings
- Excellent in communication, negotiation and interpersonal skills
- Strong analytical and presentation skills
- Proficiency in English, Malay and Mandarin

#LI-JACMY

会社説明