



## PR/158096 | Business Development Executive / Manager (Freight Forwarding) | Klang

## 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

1512464

## 業種

鉄道・航空・その他旅客輸送サービス

## 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 10:40

## 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

Are you passionate about driving business growth in the logistics industry? Our client is a logistic freight forwarder company that has been in the market Malaysia for over 30 years. Currently, they are seeking a dynamic Business Development Executive/ Manager to manage their company sales by developing a business plan.

**Job Responsibilities:**

- Secure key accounts and meeting revenue/GP target.
- Practice Customers Relationship Management (CRM) to ensure continuous & growing business support.
- Conduct regular sales prospecting activities including cold-calls, networking and customer referrals.
- Ensure smooth operation of sales administration and customer service activities
- Provide guidance/briefing on customers' expectations & requirements on newly acquired accounts and render support to Sales Coordinators on any customers' or inter-department issues as to achieve high level customers' satisfaction.
- Submit weekly sales activity reports and quarterly report on sales focus & plan.

- Regular analysis on sales metrics, develop or improve on sales strategies and sales approach as to achieve effective selling.

**Job Requirements:**

- Diploma/Degree in Logistics/Transportation/ Supply Chain/ Business Marketing/ Mass Communication or related field.
- Minimum 3-5 years sales / customer service experience in Logistics sector
- Self-driven, ambitious and resourceful. Able to lead with proven track records/profile.
- Strong capabilities in operations planning and management.
- Exceptional communication, negotiation, interpersonal, and analytical skills.

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会社説明