



PR/158530 | Business Development Assistant Manager (Power Tools)

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

1521543

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

2025年02月11日 10:31

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 leading global provider of high-quality automotive tools and equipment. They are currently looking a motivated and experienced **Business Development Assistant Manager** to manage and expanding the sales network of dealer and users within assigned territories.

Location to work: Subang Jaya, Selangor

Job Responsibilities: -

- Planned monthly and weekly sales visit to all OPE dealers and users from the assigned territories with clear objectives on each visit.
- Expand assigned territories through identifying new potential customers and opening new OPE dealers channels.
- Build good relationship with all OPE dealers in the assigned territories ensure all dealers received firsthand information on all company new product and promotion.
- Report to management and Team on a regular and ad hoc basis about activities, issues and opportunities in the OPE dealer network.
- Coordinate and assist in all forms of company OPE products promotion involving dealers and users under assigned territory.
- Identify new business potential, competition activities or market opportunities and share with management.
- Acquaint dealers with the latest selling techniques.

- Develop and conduct training programs and product demonstrations for dealers and specific end users.
- To ensure timely payment by customers in accordance with our Credit Terms.
- To analyze, plan, implement, execute, monitor and review yearly Product Marketing Plan and activities.
- To seek for strategic opportunities to market product category.
- To plan, manage, monitor and review the product range of supply chain.
- To plan and implement new products / models' launching. Engage closely with new product contribution ratio.
- To ensure sales and sales support team aware of the new product by providing training.
- To analyze, identify and monitor competitor's movement and activities for benchmarking activities.
- To work and support as team player in all Marketing campaigns and project.
- To arrange and manage professional team demo to necessary authority personnel.
- To arrange safety talk throughout construction personnel or related parties. To conduct market survey and necessary research for supporting Japan R&D information collection needs.
- To perform any ad hoc assignments as assigned by immediate superior

Job Requirements:

- Candidate must possess minimum Diploma in any related fields
- 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.

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会社説明