



## PR/158653 | Sales Executive (Construction / Building Raw Materials)

### 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

1524509

#### 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03月04日 11:56

### 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

A multinational company in the Manufacturing Industry that specialises in trading Electronics, Metals, Chemicals & Materials, and Mechatronics products, is looking for a **Sales Executive for Steel** materials and a **Sales Executive for Truss Deck** materials.

#### Job Responsibilities

- Being proactive in identifying and developing new business opportunities via effective selection and categorization of customers.
- Practice effective account planning, preparation and reporting by ensuring concise and effective update of reports as required by management.
- Demonstrate effective account management and development via Account analysis to establish a deep understanding of the customer's business and their problems/concerns and priorities
- Achieve sales and GP budgets through product demonstration with confidence and credibility to customers the technical and commercial benefits of our Client's products and their differentiation from the competition
- Undertake effective up to date market trend, information analysis of situations and data and thus providing feedback to management team to drive continuous improvement
- Play a key role in securing excellent, valid commercial contractual terms by Assessing and identifying opportunities to reduce commercial risk, and negotiating of appropriate contractual terms and conditions and obligations

- Collaborate with engineering team to keep tabs on post-sales feedback and support technical assistance to address customer concerns

**Key Requirements**

- Diploma or Degree in Chemical Engineering, Mechanical Engineering, or a related field
- Minimum 1-2 years' experience in selling building construction raw materials such as Steel, Truss Deck or similar products.
- Positive work attitude and strong communications skills
  
- Preferably experience in Project Management, or from construction background
  
- Willing to travel when required

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会社説明