



PR/158926 | Finance Leasing Sales Executive / Senior Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1536789

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:05

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB RESPONSIBILITIES:

- Establish and nurture connections with manufacturers and dealers to create sales opportunities.
- Actively engage with end-users to understand their requirements and secure business prospects.
- Deliver sales presentations to highlight leasing solutions and negotiate terms with potential clients.
- Conduct credit evaluations and preliminary screenings of prospective clients to assess their eligibility for leasing options.
- Work closely with the internal team to ensure seamless processing and completion of lease agreements.
- Track market trends, competitor actions, and customer feedback to uncover new business opportunities.
- Offer exceptional customer service and continuous support throughout the leasing process to ensure client satisfaction.
- Meet and surpass sales goals, contributing to the company's overall growth and success.
- Compile and present regular sales reports and forecasts to management.
- Undertake additional tasks as directed by management to support the company's objectives.

JOB REQUIREMENTS:

- Bachelor's degree in a relevant field.
- Proven experience in sales, preferably in the leasing or financial services industry.
- Strong understanding of leasing products and financial solutions.
- Ability to understand and analyze financial statements to perform customer credit pre-screening.
- Excellent communication and interpersonal skills

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Company Description