



PR/159404 | Sales Development Manager (logistic)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1553828

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 5th, 2025 10:20

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

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- Deliver exceptional customer service by promoting and selling company services tailored to client needs.
- Manage existing client accounts and identify new business opportunities by strategically planning daily outreach to current and prospective sales channels.
- Drive sales performance through targeted efforts based on analysis of customer profiles and market potential.
- Provide accurate pricing and quotations by referencing established price lists and product cost structures.
- Keep management updated through regular reporting, including daily activity logs, weekly plans, and monthly/annual territory performance reviews.
- Stay informed about market trends and competitor activities, including pricing, product launches, delivery timelines, and merchandising strategies.

- Recommend improvements to products, services, and policies based on market feedback and performance analysis.
- Address customer concerns by investigating issues, proposing effective solutions, and reporting findings to management.
- Maintain up-to-date professional and technical knowledge by attending workshops, reviewing industry publications, networking, and participating in relevant associations.
- Support team and company goals by contributing to shared objectives and delivering results as needed.

Job Requirements

- Bachelor's Degree in Sales, Logistics & Transportation, Business Management, or a related field.
- Minimum of 3 years' proven experience as a Sales Representative.
- Background in Supply Chain Management or Warehouse Operations is preferred.
- Familiarity with Warehouse Management Systems (WMS) and Customer Relationship Management (CRM) tools.
- Strong ability to build and maintain professional business relationships.

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Company Description