



## PR/158926 | Finance Leasing Sales Executive / Senior Executive

### 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

1536789

#### 業種

銀行・信託銀行・信用金庫

#### 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04月30日 16:05

### 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

#### 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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会社説明