



PR/158962 | Damage Restoration Specialist

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

1536818

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

Company and Job Overview

Leading global MNC who provides a wide range of services, including fire, water, and storm damage restoration, mold remediation, reconstruction, and contents restoration looking for committed Damage Restoration Specialist to join their pioneer team. As a Damage Restoration Specialist – Business Development, you will play a critical role in securing new business opportunities by identifying restoration needs, building strong client relationships, and driving sales conversions. You will act as a trusted advisor, offering technical insights and tailored recovery solutions to clients while spearheading business expansion efforts.

Key Responsibilities

- Damage Assessment
 - Define client requirements, agree on terms, and obtain billing details prior to engagement.
 - Conduct site assessments, advise clients, and prepare quotations for loss mitigation and recovery work.

- Identify additional repair or reconstruction opportunities and involve relevant experts to expand service scope.
- Perform inspections to produce recovery quotations and submit detailed technical reports when required.
- Ensure assignments meet company standards with professional representation throughout.
- Sales
 - Secure contracts by liaising with clients, subcontractors, and insurers; prepare and deliver quotations and presentations.
 - Negotiate terms, maintain client communication, and provide commercially viable solutions.
 - Monitor service quality and conversion rates, building relationships to support pre-sales strategies.
- Project Management
 - Plan projects thoroughly, monitor costs, quality, and timelines, and ensure client expectations are met.
 - Supervise service quality during execution and finalization, ensuring prompt invoicing and recordkeeping.
 - Maintain professional management of projects, including collections and case study preparation.

Key Requirements

- Bachelor's degree in Engineering (Electronics, Electrical, Mechanical, or Chemical).
- Preference for candidates with a degree in Electrical Engineering and 5 to 8 years of relevant experience.
- Excellent communication, negotiation, and project coordination abilities.
- Ability to analyze market trends, develop business strategies, and execute growth initiatives.
- Willingness to travel and engage in global restoration projects as needed.

Benefit

- Global exposure and the opportunity to work with industry-leading professionals.
- Career growth within a pioneering team in restoration services.

会社説明