



PR/159199 | Business Development Manager (Logistic)

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

1545438

業種

物流・倉庫

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06月24日 10:36

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 Description

- Create and implement sales strategies to attract new customers (e.g., through events and networking).
- Research market trends and opportunities.
- Analyze competitors and market conditions to improve strategies.
- Find and target potential customers via networking, cold-calling, and lead generation.
- Build and maintain strong customer relationships and explore new business areas.
- Present and propose logistics services to customers.
- Achieve and exceed sales targets.
- Track sales metrics and report performance to senior management.
- Forecast sales revenue and manage the sales pipeline.
- Lead contract negotiations with customers to ensure beneficial terms.
- Oversee the deal-closing process, ensuring compliance with company policies.
- Ensure customer satisfaction by addressing issues promptly.
- Follow up regularly to strengthen relationships and explore upsell opportunities.

Job Requirements

- Bachelor's degree in Business Administration, Marketing, Sales, Logistics, or Supply Chain Management. MBA is a plus.
- At least 5 years in business development, sales, or a related role.
- Proven track record of meeting or exceeding sales targets.
- Strong negotiation, communication, and presentation skills.
- Ability to analyze market trends and develop strategic plans.
- Excellent relationship management and interpersonal skills.

#LI-JACMY

会社説明