



PR/159211 | Sales Manager (Pulp & Paper MNC)

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

1548165

業種

化学・素材

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07月23日 10:00

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

Our client is a leading global MNC in the pulp, paper, and board industries who is currently hiring for a Sales Manager, as part of their business growth for the APAC region. This position will be based at Shah Alam, Selangor. The successful candidate should have a strong background and understanding of the paper trading business, especially on the application and use of Kraft paper, printing, writing and specialty paper.

Key Responsibilities:

- Organizing, developing, and effecting sales activities within the assigned territory
- Manage suppliers' relationship from a sales perspective on a market through a structured communication approach
- Manage complex projects in alignment with customer and supplier's team
- Identify sales opportunities on the market, find solution among suppliers and fact-based value proposal, negotiate and close deals and drive growth of profitable contracts
- Responsible for maintaining and developing existing accounts
- Analyse customer needs and potential and use them as basis for developing suitable activities for achieving your sales targets
- Responsible for own customer portfolio and will provide customers with advice and assistance that is reliable,

- competent and promotes growth
- Follow up on customer communication in a timely and professional manner
- Promote the services and products of all entities, and coordinate sales efforts with other department sales
- Regular customer's visits in terms of the future/ongoing projects
- Taking part in exhibition, industry events & conferences

Job Requirements:

- At least 3 years of working experience as a sales manager from pulp/paper/cardboard industry
- Good understanding of the paper trading business, especially on the usage of Kraft paper is an added advantage
- Fluent English and Mandarin is required for this role
- Must be a team player and willing to execute the vision of the company's management
- Candidate must have excellent organizational ability, have an ability to multitask, prioritize and meet deadlines

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明