



JAC Recruitment

マレーシアの求人なら  
JAC Recruitment Malaysia

## PR/159404 | Sales 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

1553828

## 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09月16日 14:00

## 応募必要条件

## キャリアレベル

中途経験者レベル

## 英語レベル

無し

## 日本語レベル

無し

## 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

- 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.

#LI-JACMY

#stateselangor

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会社説明