



PR/160235 | Sales Manager - Leading logistic company

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

1584344

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

2026年04月28日 12:01

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

流暢

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:

- Manage and grow current key customers and business opportunities:
- Develop and secure new customers for expansion of business services.
- Periodic visits to current customers to maintain good level of service satisfaction and relationship
- To provide monthly reports and updates on customers' forecast order quantities and business trends.
- Ensure and maintain profitable selling prices to Customers based on pricing structures approved by the Management
- Ensure timely collection of payment from Customers in accordance to set KPI
- Ensure all Customers' agreements are valid and approved by both parties prior to commencement of business and continuance of business for current Customers

- Ensure price setting and accurate input in LMS are in accordance to signed Customer agreement and/or approved price revisions
- Compile monthly reports on sales variance, set KPIs, aging debtors' accounts, customer complaints & warehouse space utilization
- Prepare annual revenue budget
- Meet annual revenue budget approved by the Management
- Assist the Head of Commercial in preparation annual new sales strategies
- Provide on-job training and joint customer visitations with new Commercial personnel

Job Requirements:

- Bachelor's degree in business, Logistics, Supply Chain, Engineering, or a related field
- Proven experience in B2B sales, preferably in cold chain logistics, logistics, warehousing, or supply chain services
- Strong understanding of temperature-controlled logistics, cold storage, and distribution solutions
- Excellent communication, negotiation, and presentation skills
- Good interpersonal skills with the ability to manage clients at different organizational levels

#LI-JACMY

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会社説明