



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03月31日 10:25

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

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明