



PR/160469 | Project Sales (building materials) - Global Brand Distributor

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

1599270

業種

小売

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06月26日 11:13

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

Company Benefits:

- Petrol allowance
- Parking allowance
- Mobile allowance
- Sales incentive
- Commission
- Performance bonus

Job Description:

- Build and maintain relationships with developers, architects, consultants, contractors, designers, and quantity surveyors.
- Identify and pursue new project opportunities.
- Plan and carry out sales activities to meet targets.
- Prepare proposals and present products to clients.
- Host clients at the showroom for product demonstrations.
- Prepare and submit quotations, proposals, and samples on time.
- Coordinate stock availability and orders to support project delivery.
- Follow up on payments and work with Finance on overdue accounts.
- Track sales progress and provide regular updates and forecasts.
- Gather customer feedback and market information to improve sales approach.
- Work with Marketing on campaigns and promotions.
- Support after-sales issues by coordinating with the technical team.
- Meet individual sales targets and KPIs.
- Support ad-hoc tasks and projects as needed.

Job Requirements:

- Minimum Diploma in any relevant field.
- At least 3 years of experience in Sanitary Wares / Building Materials/Construction industry.
- Proficient in English and Bahasa Malaysia.
- Strong communication, presentation, and negotiation skills.
- Proficient in Microsoft Excel, Word, and PowerPoint.

#LI-JACMY #stateselangor

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会社説明