

PR/161070 | Sales Executive - Automotive - Top leading industry

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
1611324

業種
石油・エネルギー

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11月17日 04:00

応募必要条件

職務経験
1年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

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 Overview:

Our client is a MNC energy, oil & gas, petrochemical, lubricants, and renewable energy company engaged in the development, manufacturing, and sale of fuels, chemicals, and energy solutions.

Job Responsibilities:

- Manage and maintain relationships with small and medium-sized customers through:
  - Conducting regular customer visits.
  - Monitoring monthly forecasts and production movements.
  - Identifying opportunities for new product expansion.

    - Following up on payments and collections.

- Drive new business development and achieve sales targets in line with company objectives and management direction.
- Develop a strong understanding of lubricant fundamentals and product knowledge through internal training programs.
- Participate in departmental sales activities, including:
    - Preparing and submitting monthly Value Analysis (VA) reports and proposals.
    - Providing weekly updates on customer visits and sales activities.
    - Attending monthly sales meetings and quarterly sales reviews.
    - Contributing to assigned sales projects and initiatives.
    - Managing customer price revisions and negotiations.
- Monitor market and industry developments by gathering information on pricing, competitor activities, customer requirements, new products, and market trends.

Job Requirements:

- Diploma or Bachelor's Degree in Marketing, Chemistry, Engineering, or a related field.
- Fresh graduates with a Diploma or Degree are encouraged to apply.
- Strong interpersonal and communication skills with a professional and presentable appearance.
- Possess a valid driver's license and own transportation for customer visits.

#LI-JACMY

#stateselangor

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会社説明