

JOB VACANCY

Work Location	Shah Alam, Malaysia
Work Address	Lot 222, Jalan Playar 15/1, Sekysen 15, Shah Alam, Selangor 40200
Hiring Department	Sales
Hiring Position	Assistant Manager, Sales
Employment Type	Permanent (with Salary + Comission)
Job Responsibilities	<ul style="list-style-type: none">• Implement the sales strategy in line with the business objectives of the company.• To maximize profitable sales growth with existing and new clients• Promote new products to Market.• Solving and Handling Customers issues.• Industry networking and relationship building• Monitor collections for new customers, ensure all invoices will be paid per agreed as Loscam T&C• Complete weekly sales reports (visit plan, sales activities, update customer and competitor information)• Develop new business by prospecting and following up on leads and referrals within existing and new markets.• Achieve individual new business targets to ensure the company meets its Net Income objectives.• Successfully introduce and promote existing and new products into the market in line with businesses strategic objective.• Report on changes and new developments / activities from competition.• Resolve and handle customers issues and at the same time responsible to maintain and increase customer satisfaction.• Participate and support other departments when required on customer related matters• Support finance team to meet company's DSO target.• Perform other official company duties as may be directed from time to time.
Job Requirements	<ul style="list-style-type: none">• Bachelor's degree level and above in Sales and Marketing• A strong interest in the most recent technology, coupled with an outgoing personality and effective sales skills• Should have an experience from Electronic & Electrical sales background• Familiar and have work with Electric & Electronic retailers• At least 3 years of working in a Sales role and develop new business function.• With previous experience in sales / customer service• Good communication in English• Good computer knowledge in MS Office• Willing to take a "hands on" approach and work at a ground level to develop business• Good problem solving and negotiation skills• High patience and tolerance in handling difficult situations and customers• Aggressive and innovative in identifying and converting opportunities into profitable value added business• Good team player

JOB VACANCY

	<ul style="list-style-type: none">• Good interpersonal and communication skills with services minded and positive attitude• Able to travel & working outstation
How to Apply	Please send your CV stating the position you are applying for by clicking Apply now 
Application Deadline	26 April 2024
Remarks	<p>For other job openings, please visit our Career page for more details.</p> <p>All information provided by applicants will be treated in strict confidence and used for recruitment purpose only. All personal data of unsuccessful applicants will be retained for 18 months for future recruitment purpose and will then be destroyed.</p>