
Job Description

Position : Sales Manager
Reports To : Senior Manager- Business Development
Location : Selangor, Malaysia
Segment : Healthcare

Responsibilities:

- Promote and sell company products in designated countries in the Asia Pacific region
- Able to observe market expectations and trends, develop strategies to maintain current customers with focus on key accounts and develop new market opportunities.
- Resourceful, assertive, analytical and effective problem solving skills and must possess ownership to solutions and the completion of the task or duty assigned.
- Submit monthly report of sales activities and achievement, sales call report, rolling forecast by customers for material planning and any other reports deemed necessary in a timely manner.
- Handle communication with customers diligently, including complaints, material rejection, services and pricing issues
- Work with other functional teams to achieve overall company's goals
- Manage accounts receivables, ensure collection are made when due.

Requirements:

- Age 30 to 40 preferably, physically fit, able to perform field work, sales call, extensive travelling both domestic and overseas.
- Possess a recognized university degree in Engineering, Science, Business or Marketing.
- Minimum 5 years demonstrable experience in sales/marketing/business development in established local/multinational companies, experience in medical device/ pharmaceutical manufacturing or flexible packaging industries will be added advantage.
- Possess a progressive track record with accomplishment in business development, sales expansion to attaining of market leadership position.
- Matured personality, self-starter with good salesmanship, strong integrity, high degree of flexibility and motivation, supportive team player with dynamic personality, customer (internal and external) sensitivity.
- Hands on, influential and exceptional skills in value and insight selling.
- Possess excellent communication and interpersonal skills, able to communicate with all levels effectively both written and oral.