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Sales Executive Jobs in Johor Bahru

Hiring organization
TSM Manpower & Machinery Sdn. Bhd.

Employment Type
Full-time

Industry
Recruitment N Employment

Job Location
55a Jalan Harmonium 23/12, 81100, Johor Bahru, Johor, Malaysia

Working Hours
10:00am -4:00pm (Mon-Fri)

Base Salary
RM 5500 - RM 12000

Date posted
March 12, 2024

Valid through
31.12.2025

Description

A Sales Executive is responsible for generating leads, contacting potential customers, and closing sales deals. They typically develop sales strategies, build relationships with clients, and meet sales targets. Strong communication, negotiation, and interpersonal skills are essential for success in this role. Additionally, proficiency in sales techniques, market knowledge, and product understanding are crucial for effectively pitching and selling products or services.

Responsibilities

- Manage all phases of business development activities from prospecting, RFQ management, quotation, commercial negotiation, and sales closing
- Suggest upgrades or added products and services that may be of interest to potential clients
- Negotiate with clients to secure the most attractive agreement
- Review clients' feedback and devise a plan to improve our services and increase satisfaction rate.
- Implement product marketing through XHS, Facebook, Instagram and TikTok Advertising
- Manage and maintain good relationship with clients and attend to every new job order.
- Respond to interested clients with available products and services Perform live streaming on Facebook ,Instagram and Tiktok
- Provide assistance and solution to clients' issues
- Observe company's monthly revenue and advertising spending limit
- Explain and guide job consultants/ recruiter to understand every new job order JD, assign job orders to consultants to ensure they are able to achieve KPI and meet the SLA to our clients.
- Research and identify new business opportunities by proposing Permanent and Contract recruitment service, Contingent workforce, Recruitment Process Outsource, Executive search other HR Solution to our new and existing client.
- Develop and implement new marketing and business development strategy for the next 3 years.

Qualifications

- Required language(s): Mandarin, English, Bahasa Malaysia
- No work experience required
- Preferably Entry Level

Education

- Candidate must possess at least Bachelor's Degree/Post Graduate Diploma/Professional Degree in any field

Job Benefits

- Monthly sales achievement commission
- Petrol : claimable based on mileage claim rate
- Annual leave : 8 days
- Sick leave : 14 days
- Insurance : Company insurance is provided
- Toll & Parking : Provided by Company
- Monthly Sales Commission
- Company Phone and Data Provided

Contacts

Interested? Sales Executive job in Johor Bahru? You may drop your resume to Hello@mytsm.com.my