

VACANCY NOTICE

REF: C28022024

POSITION	SALES MANAGER
LOCATION	PUCHONG, SELANGOR
INDUSTRY	TECHNOLOGY SERVICES
TYPE	PERMANENT

JOB SUMMARY

- Identifying and establishing contact with new potential clients
- Meeting the sales target/KPI given by management while also generating a healthy sales pipeline
- Manage existing clients' enquiries and relationships proactively by attending and providing solutions to customer needs that are not limited to physical/ virtual meetings, emails, and phone calls.
- Engage pre-defined customers and partners with specific product offers.
- Familiar with major CRM systems such as Hubspot.
- Strong understanding of the IT Industry with the ability to engage with customers.
- Ability to lead and develop the sales team.
- Accurate documentation of sales outcomes and familiarity with CRM systems and sales software tools.

JOB REQUIREMENTS

- Essential sales experience required, with a demonstrated track record in sales, preferably within the IT or related industries.
- Proficiency in establishing and nurturing strong customer relationships.
- Fluency in English and Bahasa Malaysia is mandatory, with proficiency in Mandarin.
- Basic understanding of IT products.
- Own transportation is necessary.
- Availability for full-time employment.
- Prior experience in IT product and solutions sales is highly desirable.