

VACANCY NOTICE

REF: C21062024

POSITION	SALES & MARKETING MANAGER
LOCATION	PUTRA HEIGHTS, SUBANG JAYA, SELANGOR
INDUSTRY	BUILDING/CONSTRUCTION, CIVIL/CONSTRUCTION
TYPE	FULL TIME

JOB SUMMARY

1. Goal Achievements:

- Develop and outline departmental strategies, including strategies to improve efficiency and effectiveness of department and ultimately achieve goals and target.
- Generate projects / business opportunities to meet the Company's business plans and growth strategies, including sourcing of new products to meet current market development / demand.
- Analysing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the Sales and Specification team meets their quotas and goals.
- Quickly come up with a strategy, solution or response to a problem or challenge.
- Develop solid, long-term relationships with prospects and maintain relationship with existing customers within the commercial construction industry.
- Organize / Attend networking & promotional events and trade exhibitions to promote products & services and gather market intel.
- Establish an informative and effective departmental report to facilitate the decision-making processes.
- Analyse customer insights, consumer trends, market analysis, and marketing best practices to build successful strategies.
- Maintaining a deep understanding of the competitive landscape and adjusting marketing strategies accordingly.
- Present ideas and final deliverables to management and communicate about marketing programs, strategies, and budgets.

2. Leadership:

- Lead and maintain responsibility for performance and achievement of Sales department activities through effective recruitment, training and motivation
- Motivate and lead team members to stay in line with Organisation Mission and Vision.
- Set team goals and conduct periodic performance reviews with all team members.
- Foster a positive working environment and promote team work among team members.
- Develop effective internal training materials and conduct periodical training for team members as well as encourage team members to seek upskilling opportunities.

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JOB REQUIREMENTS

- Diploma or Degree in Engineering, Architecture, or other relevant disciplines.
- Minimum 10 years of sales/marketing or working experience in Waterproofing products/services.
- Self-starter, with the ability to a) operate under minimal supervision and b) manage multiple projects, prioritizing workload.
- Strong analytical skills and attention to detail, with excellent written and verbal communication skills.
- Good communication and interpersonal skills.
- Good networking in building & construction industry.
- Strong interpersonal skills and ability to work collaboratively with clients, internal teams, and external partners.
- Able to generate comprehensive presentation tools independently and able to deliver effective public presentations.