



WE ARE NOW HIRING!

## LEAD, SALES CONSULTANT (BUKIT MERTAJAM, PULAU PINANG)

### WHAT YOU WILL BE WORKING ON

- ✓ Responsible to lead the sale targets and performance, as well as all sales personnel at PNMB Penang Outlet.
- ✓ Responsible for identifying new sales opportunities, especially in Penang State that are related to our products & services.
- ✓ Experience in project management and handling of the Sales Outlet operation.
- ✓ Prepare and implement daily and weekly working sales plans to ensure sales targets are met and to ensure sales are collected and monitored.
- ✓ Maintains accounts by building close relationships with existing and new clients and attends to customer queries and complaints.
- ✓ Collaborates with internal departments/units to ensure products are delivered according to customer requirements and meet the timeline.
- ✓ Prepares bids and quotations for submission to clients and ensure reports on sales performance are updated regularly.
- ✓ Prepares Job Docket after receiving Local Order (LO) or Letter of Acceptance (Sales Confirmation).
- ✓ Good networking with the Penang State Government is an added advantage.

### WHAT ARE WE LOOKING FOR?

- ✓ Diploma or Bachelor's Degree in Marketing/Business Administration or equivalent
- ✓ Minimum 3 years relevant experience in Sales and Marketing
- ✓ Experience in printing industry is an added advantage
- ✓ Possess good negotiation and communications skills
- ✓ Good verbal and written both in English and Bahasa Malaysia
- ✓ Pleasant personality, presentable and outgoing
- ✓ Self-initiative, result-oriented with high integrity and enthusiasm
- ✓ Possess own transport

**IF YOU HAVE WHAT IT TAKES, JUST SEND US YOUR COMPREHENSIVE CV TO THE FOLLOWING EMAIL ADDRESS:**

### CONTACT US



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