



We're Hiring...

REGIONAL HEAD, KUCHING (TO BE BASED IN KUCHING, SARAWAK)

WHAT YOU WILL BE WORKING ON

- ✓ To lead, manage and plan for regional sales & branch operation activities.
- ✓ Expand and maintain relationship with strategically important and large customers and responsible for assigned strategic account and sales target.
- ✓ Oversee the branch operation and ensure productivity and profitability. Accountable for the achievement of the branch's assigned targets for profitable sales volume and achievement of the business's overall objectives.
- ✓ Drive and develop account specific growth strategies and approaches. Access, clarify, and validate customer needs on a regular basis include developing solutions that best address customer needs while simultaneously coordinating the involvement of the necessary business personnel inclusive of support, service, and resource management in order to meet key account performance objectives and the customers' expectations.
- ✓ Develops industry leading relationships with external key account contacts in order to ensure that the business receives constant leads on potential key clients.
- ✓ Develop and implement customer growth plans, measurement, performance benchmarking, troubleshooting performance gaps, formulating and nurturing outstanding initiatives.
- ✓ Proactively lead the business's strategic account planning processes and develop performance objectives, sales targets, and critical milestones and reporting for weekly/monthly/annual periods or as required.

WHAT ARE WE LOOKING FOR?

- ✓ Bachelor in Sales, Marketing, Printing, Business Management or Administration, or any other related field. Those with MBA will have an added advantage.
- ✓ Minimum 7 years of working experience in key account management position within a highly competitive business environment, preferably working as a Senior Key Account Manager with impressive track record in meeting or exceeding sales targets.
- ✓ Proven and successful track record in establishing strong and long-term customer relationship, being able to retain the highest value-relationship.
- ✓ Matured individual and possess analytical and strategic thinking abilities.
- ✓ Able to lead, develop and motivate a team of account managers, leading them to the achievement or even surpassing of goals/targets.
- ✓ Able to create reports and presentations for senior sales management, junior key account managers, customers, collaborating personnel, and key stakeholders.
- ✓ Good verbal and written both in English and Bahasa Malaysia with strong communication & interpersonal skills.
- ✓ Committed and highly collaborative individual who values the input of colleagues and involves others in important decision making.

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

CONTACT US



PERCETAKAN NASIONAL MALAYSIA BERHAD
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