



SALES EXECUTIVE

RESPONSIBILITIES

- Promoting, selling and servicing our product line including Kanban service
- Identifying and developing new customers besides interacting with existing customers in the assigned territory to increase sales and profitability.
- Managing the entire sales process: following up on customer meetings/ requests/ quotations/ offers in close collaboration with the Inside Sales team
- Setting up meetings and delivering presentations of our products and services to prospective and existing customers
- Preparing proposals and agreements for customers. Providing technical and sales support
- Leading the selling opportunities identification, customer satisfaction improvement and business relationship enhancement

REQUIREMENTS

- Knowledge and high interest fastening materials.
- Excellent sales, negotiation and presentation skills.
- Strong business acumen, quality consciousness and professional integrity.
- Excellent spoken and written communication skills in English.
- Proactive personality, highly committed and motivated.
- Proficiency in Microsoft Office and/or knowledge about SAP will be a plus .
- Candidate must at least possess a diploma, preferably in engineering (Industrial/ Mechanical)
- Valid driver's license, own transport and willing to travel

An attractive remuneration package is on offer for the selected candidates. Send your cover letter, CV and salary expectations via email to hr@wuerth-industry.my. Only shortlisted applicants will be notified.

