



SALES OPERATIONS EXECUTIVE

RESPONSIBILITIES

- Identifies and develops business relationships with customers, state and local advocacy groups, key influencers and senior administration personnel, and establishes self as an expert resource.
- Develops and grows a pipeline to support quota achievement; implements a sales and marketing plan to identify qualified sales leads.
- Mobilizes internal staff as required to meet customer satisfaction targets.
- Ensures up-to-date CRM information is maintained in customer database.
- Support and develop systematic standards and procedures on a full spectrum of sales processes.
- Leads discussions on the historical background and future perspective of account management.
- Develops strategies and blueprints for the account management function.
- Predicts industry trends and developments with account management practices.
- Updating general price lists to meet the price in the market
- Working with the Sales Team on customer projects, identify the corresponding Wuerth Item and draft reasonable pricing and concept
- Support sales with reports and analyses on different key figures (e.g. Turnover, GP, Kanban, Pipeline Report, Visit Report, Alarm list)
- Preparing and performing of regular evaluations, for example price coaching's, customer lists and balanced score card (BSC).
- Any other "ad hoc" duties as required by the needs of the business, Sales Operations Manager or CEO

REQUIREMENTS

- Proactive personality, highly committed and self-motivated.
- Proficiency in Microsoft Office, with excellent skill in Microsoft Excel skills.
- Fresh graduate in engineering (Industrial / Mechanical) is encourage to apply.
- Those with technical knowledge in the area of fastening material (screws, nuts, bolts etc.) is added advantage.

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