

Export Executive

Selangor - Bukit Belimbing, Balakong

SB Tape International Sdn Bhd is a local Malaysian company established in 1977. A subsidiary company of SB Group with manufacturing hubs in Malaysia, Indonesia and Vietnam.

To be Asia no.1 in self-adhesive tape industry, we continue to experience unprecedented levels of sales growth both locally and globally, resulting in the need to expand our sales team. We seek for candidates who have bold visionary and able to handle stress with positive attitude in a dynamic environment. We provide you opportunities for career advancement.

Responsibilities:

- You will be responsible for developing existing and new business in assigned territory.
- Develop and introduce new products from the company portfolio into your markets where relevant opportunity exists.
- Develop sales strategies for the business; contribute to the product and brand growth in the market.
- Improve sales revenue, cost efficiency and profitability of the assigned territory.
- Seeks out and targets new customers and new sales opportunities, initiates action plan to approach and secure new businesses for the Company.
- Maintain and improve customer relationships in assigned territory by constant communications and visits.

Requirements:

- Degree or Diploma in Marketing / Business Studies / International Business with minimum 2 ~ 3 years experience in export market. Experience in the packaging industry or industrial sales would be an advantage.
- You will be energetic, disciplined individual, able to work independently with the patience and tenacity to work effectively with other parties to achieve company goals and objectives.
- Sales driven with the ability to work in a team to achieve the regional sales objectives and targets.
- Dynamic, passionate, multi-tasking and result-driven.
- Able to travel overseas.