

## **Sales Executive** (Selangor - Bukit Belimbing, Balakong, Selangor)

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:

- Develop sales growth in the assigned territory focusing in key accounts and direct end-user.
- Develop and maintain relationship with customers for long-term strategy to achieve Company's Mission and Objectives.
- Develop sales strategies for the assigned territory and promote brand growth.
- Improve sales revenue.
- Establish performance goals for all sales staff and monitor performance on a continual basis.
- Seeks out and targets new customers and new sales opportunities, initiates action plan to approach and secure new businesses for the Company.

### Requirements:

- Degree or Diploma holder or SPM with minimum 2~3 years working experience. 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.
- Ability to work in a team to achieve the regional sales objectives and targets.
- Dynamic, passionate, multi-tasking and result-driven.
- Able to travel locally.

Remuneration will commensurate with experience and qualifications.