

Sales Manager (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:

- Provide leadership to develop sales growth in the Malaysia, provide vision and direction to position us at the forefront of the industry.
- Plan and develop long-term strategy to direct and lead the Domestic Sales Division to achieve Company's Mission and Objectives.
- Develop sales strategies for the business; contribute to the product and brand growth in the market and profitability.
- Improve sales revenue, cost efficiency and administrative management of the Division.
- 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 3 years managerial 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.
- Strong leadership skill and sales driven with the ability to motivate teams 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.