

HEAD OF BUSINESS DEVELOPMENT

Malaysia - Selangor – Shah Alam

JOB DESCRIPTION

- To identify, manage & secure existing and new account and continue to maintain sales achievement.
- Responsible in formulating sales strategies, prepare sales forecasts to achieve sustainable sales growth.
- To cultivate strong relationship with clients and sales channels to ensure effective and efficient business operations.
- To contribute ideas and business concepts effectively and conduct winning business presentation and business negotiations.
- Assure follow - on business in existing account base by managing and maintain high level of customer satisfaction.
- Other duties assigned by Group CEO.

Requirements:

- Candidate must possess at least a Professional Certificate, Diploma, Advanced/Higher/Graduate Diploma, and Bachelor's Degree, Post Graduate Diploma or Professional Degree in any field.
- Possess 8 years related working experience.
- Excellent interpersonal, communication and presentation skills.
- Resourceful and possess strong desire to succeed.
- Must be a team player, highly motivated and committed with strong interpersonal skills.

Interested candidate shall apply directly through Jobstreet.com:

<http://www.jobstreet.com.my/en/job/2981156/sources/1/origin/my> or email to

hrd@picorp.com.my not later than 30 June 2016