



三江贸易有限公司
SUN JIANG TRADING SDN. BHD. (Co. No.: 33850-U)

Business Development & Sales Representative

PRINCIPAL ACCOUNTABILITIES:

1. Responsible for the sales and business development in assigned area;
2. To build up close relationship and partnership with key customers through frequent visits and calls to develop potential opportunities, to understand clearly and correctly about customer business and approach customer with value selling concept with aim to extract value;
3. Serve customer during entire sales activities, from pre-sales, such as technical inquiring, RFQ (Request For Quotations), and contract negotiation, project implementation, and post-sales, such as problem solving, after sales service;
4. Follow corporate strategic plan and business focus, collect market information and identify potential opportunity, provide accurate and timely reporting and forecast on responded customer's information, industry trends, and competitor and market intelligence to senior management;
5. Work with cross function team to validate all opportunities and execute properly.

QUALIFICATIONS:

- University degree or above, in the major of chemistry, biology, food, pharmaceutical related
- 2+ years' commercial or technical experience in the chemical industry
- Strong communication skills, understanding organization
- Strategic thinking, innovative and self-motivated
- Team player, ability to energize and lead a cross-functional team around a project
- Open mindset and cultural flexibility