

Job Role : Sales Executive

Job Description

Roles and Responsibilities

- Identify potential new customers and maintain relationships with existing customers.
- Prepare and deliver presentations explaining products and services for customers.
- Finding the most cost-effective building material solution for every customer.
- Apply the company's product strategy and offer the most suitable solution to meet customer needs.
- Lead client presentation and consultancy business development stages.
- Attend site surveys to examine project feasibility.
- Develop strong relationships with clients and be the bridge between clients and company, ensuring quick response and resolution to any client issues.
- Develop creative business development tactics to respond to the building materials/construction market in Malaysia to continuously expand market share.
- Support the finance function in money collection.
- Undertake other sales, marketing and business development duties specified by management from time to time.

Requirements

- Candidates must possess at least a Diploma in the field of Engineering and/or Business Management or any other field of study and be passionate in Engineering.
- Preferably Sales Engineer with 1-3 years of sales experience in building materials or dry-mixed building products.
- Other working experience in the construction industry will also be considered.
- Proactive, self-driven, and team player with good interpersonal and communication skills.
- Possess own transport and willing to travel.
- Proficient in major language with effective speaking and writing skills.

Additional Information

Career Level

Senior Executive

Years of Experience

1 year

Qualification

Professional Certificate, Diploma, Advanced/Higher/Graduate Diploma, Bachelor's Degree, Post Graduate Diploma, Professional Degree

Years of Experience

1 year

Job Type

Full-Time

Job Specializations

Sales/Marketing, Sales - Corporate

Company Overview

Superbuilders is a manufacturer and supplier of specialty dry mix building products for the building and construction industry.

SB BUILDING SOLUTIONS SDN.BHD. has introduced a comprehensive range of dry mix and adhesive products under the brand name of Superbuilders. Manufactured in Malaysia and specifically engineered to work well in humid and tropical environments, the range of innovative products offer both superior performance and cost effectiveness.

An innovative and cost saving range of dry mix building products. Patented bonding system 880, which creates a homogeneous bond between porous and non-porous surfaces. Uses include bonding cement based adhesives to porcelain and ceramic tiles.

Additional Company Information

Registration No.

1345035-A

Company Size

1 - 50 Employees

Industry

Construction / Building / Engineering

Benefits & Others

Miscellaneous allowance, Medical, Formal (e.g. Shirts + Ties)

How to Apply ?

- Send your latest CV / Resume to careers@superbuilders.com.my with indication of which role you are applying for and your earliest start date.
- Do include or attach any relevant supporting documents and references you have.