

## Shah Alam and West Malaysia

**WE'RE HIRING! The world's largest distributor of industrial air compressors is looking for an experienced Business Development Executives to be based in Shah Alam and West Malaysia!**

### **Mission:**

- Implement effective sales strategies to achieve the sales objective/target and exceed customer expectations.
- Business development of advance CTS connectivity products such as Air Optimizer, ES, Smartlink & Airscan.
- Strategic business development of Airnet piping system through direct and indirect channel approach.

### **Job Description:**

#### **Sales and Business Development**

- Define and achieve specific sales target for the business, both direct and indirect channel
- Develop a strategy to increase customer awareness on the availability of Airnet pipes, connectivity and energy saving solutions from Atlas Copco product portfolio.
- Evaluate product knowledge and sales competency of CTS salesmen on connectivity & energy saving products and Airnet piping system then create a development plan together with CTS BLM.
- Plan and perform field visits to assess customer needs based on their machine installations and specific needs and targets.
- Provide assistance to CTS salesman in creating sales presentation materials and in actual presentation of Atlas Copco productivity solutions to prospective customers.
- Provide assistance to equipment salesman on closing deals that includes CTS connectivity & energy saving solutions and Airnet piping system
- Plan, organize and conduct sales visits to promote, negotiate and conclude orders from current and prospective customers
- Visit may be alone, with AC salesman or with indirect channel salesman
- Prepare an action plan to effectively utilize existing AC business tools or other avenue for leads generation
- Provide training and support to ensure better & effective use of AC sales tools like showpad, C4S and others.
- Execute other jobs and projects that may be assigned by the immediate superior.

### **Experience Requirements:**

- Minimum of 5 years sales experience.
- Proven track record of profitable sales results
- Strong planning and organizational skills
- Proven business analytical ability

**Knowledge:**

- Computer literate
- Good presentation and negotiation skills
- Good working knowledge with database related software application
- Excellent written and verbal communication skills
- Good command of English, both written and verbal

**Educational Requirements:**

Degree in technical / engineering or business discipline

**Personality Requirements:**

- Strong customer focus
- Self-motivated, determined and dynamic person
- Result oriented with winning attitude and with clear focus on set goals & targets
- Excellent interpersonal skills
- Able to work independently and is a team player

Applications, shall include CV, name of references, recent photo and current package. Talentum EQ is undertaking the consultancy work of the above position. Please email your application in English to: [liann@talentumeq.com](mailto:liann@talentumeq.com) or [elif@talentumeq.com](mailto:elif@talentumeq.com)