



**WE'RE HIRING! One of the world's largest heavy vehicle company is looking for an experienced Urban & Construction Project Manager!**

**MISSION:**

- Proactively promote, market and sell truck products and services in Urban & Construction segments.
- Focus on finding potential business partners to work with and collect or retrieve accurate information about customer current usage and problems.
- Manage customer expectation through collaborative team work within company and necessary suppliers.

**JOB DESCRIPTION:**

- Execute sales strategies by working together with the National Manager with overall Business Unit strategy and targets.
- Monitor and analyse market and competitor activities, trends and demands.
- Develop the business enabling continuous improvements.
- Set procedures, standards and processes to monitor, act on and continuously develop the Urban & Construction Sales Business.
- Proactively optimize sales in order to meet customer demand.
- Manage Urban & Construction Sales Operations.
- Manage body builder selection and type of super structures and decide on holding periods and price calculations in accordance with policy with the National Sales Manager.
- Create and suggest sales packages for different customer segments per applications.
- Cooperate with Services and workshops.
- Monitor KPIs and results.
- Contribute to identify new potential customers.
- Contribute to structure and develop local customer base through local segmentation.
- Keep up-to-date with customers and the local market.
- Keep track of customer fleet requirement and purchase timing.
- Actively participate in campaigns and customer events, fairs, organising demonstrations.
- Proactively cooperate with internal stakeholders to achieve business objectives.

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)



**REQUIREMENTS:**

- Degree in Business, Automotive/Engineering Studies or equivalent experience.
- Minimum 3 years' experience from the urban/construction industry or similar role.
- Experience in project management
- Managerial and Leadership experience
- Fluent in English and Bahasa Malaysia

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