

SCM Technologies Sdn Bhd

Funded in 1999, SCM Technologies prides itself as being one of the few companies here to offer a wide selection of world class silicone rubber keypads and components to meet today's increasingly challenging technological needs. We are looking for high caliber and self-motivated individuals to be part of our team.

Business Development Manager

(Johor - Johor Bahru)

Responsibilities:

- Prospecting, qualifying, developing new customers and enlarge the existing sales network
- Develops sales plan and strategies to approach the market segment and penetrate.
- Identifies changing customer needs, market trends and the competitor's product, pricing and market approach, business and economic developments that may result in business opportunities or threats.
- To lead, educate and motivate the team to provide better service and maximum team performance with result
- To conduct customer presentation

Requirements:

- Degree / Diploma in Mechanical Engineering or other related engineering discipline.
- Minimum 5 years experience in sales and marketing of Rubber / Plastic Product or related products
- Proven track record with good networking will put you one step ahead
- Must be resourceful, self-motivated, customer focused, and able to work on a team
- Possesses good presentation & communication skills
- Is able to talk with different audiences, appropriately adjust technical content to meet different audience knowledge and interest, and can juggle meetings with multiple audience levels
- Is able to handle customer objections by determining the real business problem, articulating our ability to solve their problems, and finding creative solutions rather than answering "no"
- Be able to position our products against the competition
- Pro actively engages in the sales cycles.
- Willing to travel
- **Ability to communicate in Japanese language with good writing too**

Interest candidates are invited to fax in/mail a detailed resume with recent passport-sized photograph (n.r) to :-

SCM Technologies Sdn. Bhd

No 2, Jalan Riang 21/5,
Taman Gembira,
81200 Johor Bahru, Johor.

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Email : steo@sinco.com.my