



Key Account Executive (Smart Devices)

Senzo Sdn Bhd

Penang

MYR 3,000 - MYR 4,000

Posted 1 hour ago

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Job Highlights

Recognize and Reward Hard Work

Opportunities to Grow

Job Description

Responsibilities

- Find, develop new markets and expand our key account base.
- Handle business inquiries, interpret requirements based on feedback, and provide required proposals to business partners.
- Prepare quotations, negotiate and close sales with agreed terms and conditions.
- Secure new projects & follow through current projects in order to meet sales target.
- Provide customer feedback and information to R & D for product development and continuous service improvement.

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- Establish good rapport with existing and new clients
- Position available for Penang and Kuala Lumpur

Requirements

- Bachelor's Degree / Diploma in Electrical or Electronics / IT System Engineering. Academic qualification from different background is acceptable given that they have relevant working experience
- Candidates with more than 3 years of related field working experience are encourage to apply
- Applicants must be willing to travel across Malaysia
- Demonstrated success in a related role, with a proven track record of building strong client relationships and driving business growth.
- Good communication and interpersonal skills to effectively engage with diverse stakeholders.
- Proficient in negotiation techniques to secure beneficial distribution terms and agreements.
- Able to work collaboratively with internal teams to achieve shared goals.
- Language : English, Malay, Mandarin

Additional Information

Career Level

Senior Executive

Qualification

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

Years of Experience

3 years

Job Type

Full-Time

Job Specializations

Sales/Marketing, Sales - Eng/Tech/IT

Company Overview

Established since 1995.

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In the ever changing landscape of technologies, Senzo has proven itself to be dynamic, resilient and progressive. Innovation is in our DNA.

A place for talented people who are not afraid to work hard, work smart, push their own limits and in tandem, widen their personal boundaries to make things happen.

Additional Company Information

Registration No.

360058-P

Company Size

1 - 50 Employees

Industry

Electrical & Electronics

Benefits & Others

Dental, Miscellaneous allowance, Medical, Parking, Hospitalization Insurance, Health Screening, Engineering (Casual), Sales & Marketing (Shirt), Flexible hours for office / Regular hours for Sales & Marketing

Company photos

1/9



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