

Reference Code	00012
Company Name	Senzo Sdn Bhd
Website	www.senzo.com.my
Name	Evelyn Lee
Telephone	017-3822150
email	evelynlee@senzo.com.my
Location of Employments	Penang
Nature of Business	R&D Retails Services
Validity of job advertisement shall expired by	30-09-2023
Number of Position Offered	1

Position No.1:

Position No.1	
Engineering Position Offered	Key Account Executive
Engineering Field / Discipline	Electronic
Minimum Academic Qualification	Diploma / Certificate
Job Requirements	<ol style="list-style-type: none"> 1. 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 2. Candidates with more than 3 years of related field working experience are encourage to apply 3. Applicants must be willing to travel across Malaysia 4. Demonstrated success in a related role, with a proven track record of building strong client relationships and driving business growth. 5. Good communication and interpersonal skills to effectively engage with diverse stakeholders. 6. Proficient in negotiation techniques to secure beneficial distribution terms and agreements. 7. Able to work collaboratively with internal teams to achieve shared goals. 8. Language : English, Malay, Mandarin
Responsibilities	<ol style="list-style-type: none"> 1. Find, develop new markets and expand our key account base. 2. Handle business inquiries, interpret requirements based on feedback, and provide required proposals to business partners. 3. Prepare quotations, negotiate and close sales with agreed terms and conditions. 4. Secure new projects & follow through current projects in order to meet sales target. 5. Provide customer feedback and information to R & D for product development and continuous service improvement. 6. Formulate and develop new business opportunities for company's range of products to various customer levels, achieving sales quotas. 7. Follow up on proposals and quotations and provide technical support to clients. 8. Establish good rapport with existing and new clients 9. Position available for Penang and Kuala Lumpur
Job Entitlements	<p>Subjected to changes without prior notification:</p> <ol style="list-style-type: none"> 1. Medical care with panel clinic 2. Car Allowance 3. Phone plan allowance 4. Mileage Claims 5. Dental allowance 6. Birthday gift
Number of Vacancies	1
Job Status	Full Time
Required Work Experience	3

Position No.2 (if position offered entered more than 1):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0

Position No.3 (if position offered entered more than 2):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0

Position No.4 (if position offered entered more than 3):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0