

# Sales Executive

Unigrà Food Processing Asia Pacific Sdn Bhd is an Italian Chocolate & Chocolate Compound, UHT Vegetable Creams and Margarine manufacturer based in Johor, Malaysia.

We are looking for a Sales Executive to ensure execution of Field Sales & Business Development across all our Channels and Product Categories. The Sales Executive will be a resource to the customer by effectively communicating and selling Unigrà's products and service offerings, and will be responsible for delivering all aspects of ingredients and products applications in order to meet the clients' needs.

## Job Description:

- Successfully create business from new and existing customer accounts
- Build rapport and establish long term relationships with customers
- Prepare sales presentations, sales proposals and promptly answer to customers' requests for quotations
- Understand the market trends, customers' needs and competition
- Offer technical support and expertise to customers
- Achieve company sales target
- Monitor and follow-up on customer payment, ensure healthy payment records

## Job Requirements:

- Degree in Business Studies/ Marketing or equivalent
- Previous sales experience in food industry
- Ability to work in a team, organization skills and ability to work under pressure
- Fluency in English is mandatory (written and spoken)
- Willing to travel

**THIS POSITION WILL BE BASED IN TANJUNG LANGSAT, PASIR GUDANG, JOHOR - MALAYSIA**