

Position: Sales

Job Based: Port Klang/ Johor/ Penang/ Kuantan/ Kota Kinabalu/ Sandakan/ Tawau/ Bintulu/ Kuching/ Sibul

Responsibilities:

- Business Development - Maintain existing accounts and always look into possible new support to fill up the vessel space allocation.
- Regular visits to develop business for all lines generate sales revenue.
- Customer Inquiry - Attend to customers' inquiries by replied email/ phone calls or messages.
- Rate Filing & Quotation - RFA filing into LMS on time before the booking is released. Updates quotation to customers, ensure customers agree and accept the rates before releasing booking or spaces.
- E-Service - Guide and assist current and new customers to use our E-booking & E-BL service.
- Space Management - Coordinates with the principal or customer service for the space allocation for every voyage of its own feeders.
- Monthly/ Weekly Report - To compile monthly lifting, debtors aging, and update customer feedback and market news to the principal.

Qualifications:

- Candidate must possess at least a Diploma, Advanced/Higher/Graduated Diploma, Bachelor's Degree, Post Graduate Diploma, Professional Degree, Master's Degree, Logistic/Transportation, Maritime Studies, or equivalent.
- Required language(s): Bahasa Malaysia, English
- At least 2 years of working experienced in the related field is required for this position.
- Preferably Executive specializing in Logistics/Supply Chain or equivalent.
- Full time position(s) available.
- Trustworthy, self-motivated and hardworking.
- Fresh Graduate is encouraging to apply