



Agensi Pekerjaan Career & You Sdn Bhd

Career & U is an established Executive Search Company with superior track record for our existing portfolio of clients. Our existing portfolio of clientele, comprising a large number of companies (both local and multinationals), several of whom have been with us for many years.

As an Executive Search Company registered with Malaysia Ministry of Human Resources, Career & U has been providing services to multinationals and local corporates on a nationwide and regional basis. Our Executive Search team was borne out of years of experience in the recruitment field and inspired by a genuine desire to constantly improve our level of service to a growing number of clients. We search and identify quality candidates according to our clients' criteria and place such candidates on a temporary, permanent and contract basis with our clients.

Our client, a major foreign pharmaceutical company is currently seeking for the following incumbent to be based in East Malaysia.

Area Sales Manager - East Malaysia (Sabah, Sarawak)

Responsibilities:

- To plan, developing and implementing sales strategies in designated sales region
- To lead and motivate the sales team in achieving sustainable business growth and profit targets
- To manage the region sales team effectively and efficiently in all operational and strategic matters
- To ensure sales activities & business plan are conducted effectively and efficiently to gain competitive advantage

Requirements:

- Degree in any discipline but preferably in Business or Marketing
- Minimum of 5 years sales experience, preferably in the Pharmaceutical environment with proven sales record
- Possess leadership skills, able to lead and motivate a sales team

- Possess good verbal and written communication skills
- IT literate and computer savvy
- Possess strong organization and sales operational skills
- Confident personality and ability to work as a team