



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 is a major foreign company that manufactures science-based health products and personal care products. These products are sold through multi level marketing (MLM) network. The client is currently seeking the following positions to be based in Malaysia.

Senior Network Development Managers (Selangor)

Responsibilities:

- Formulating and implementing short and long term business development plans, to achieve sales objectives
- Training and motivating distributor teams to assure successful customer engagement, order closure and good client relationship
- Developing market penetration strategies to expand market share
- Implementing distributor incentive plans that drive business results
- Motivating distributors through effective encouragement and recognition schemes
- Organizing events, product expositions and road shows, and conducting training programs
- Ensure distributors' compliance with the company's policies and procedures through training and counseling
- Managing the Distributor Service function in a way that provides excellent service to distributors

Requirements:

- Candidate must possess at least a Bachelor's Degree, Post Graduate Diploma or Professional Degree in Business Studies/Administration/Management, Economics, Marketing, Commerce or equivalent.
- Minimum 10 years experience in an MLM environment
- Well organized, articulate, detail-oriented, strong business acumen, positive –thinking, good personalities and enjoy dealing with people
- Good communications and presentation skills
- Excellent interpersonal skills and possess high level of integrity
- Preferably with tri-lingual (English, Mandarin and Bahasa Malaysia) skills and able to present in these languages.