



# Example of Sales Account Job Description

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Our innovative and growing company is searching for experienced candidates for the position of sales account. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales account

- Responsible for training all new hires in-person and follow-up for LMS Training
- Responsible for completing market summaries and recap for the Client
- Ensures all part-time promotor adheres to scheduling requirements
- Deliver timely and accurate forecast of the business having in-depth grasp of the business to facilitate weekly, quarterly and annual forecasts
- Coordinate, influence, and orchestrate all of the appropriate resources for account and/or opportunity development
- Insure customers invoices are paid within approved credit terms
- 5 years experience in sales, preferably national sales
- Bachelor's degree in Business, Packaging, or Marketing
- Seeks out and develops new clients with USA based Hardlines testing needs
- Perform client visits to develop stronger business relationships and penetrate accounts further, as required

## Qualifications for sales account

- Must be open to learning new technologies
- Ideally educated to at least A Level or equivalent
- Position based in Petaling Jaya
- Scope of role to cover West Malaysia (Upstream & Downstream O&G focus priority), therefore frequent domestic travel is essential (50% of working time likely to be travel)

- Must be fluent in both spoken and written business - English and Bahasa Malaysia languages