JOB OPPORTUNITY

Sales Executive

Type of Vacancy : Full Time

Preferred education level (s) : Diploma, Degree

Preferred Major (s) : Art & Design, Business

Organization details :

Company : TIPS INDUSTRY (M) SDN BHD
Website : https://www.tipsindustry.com/
Address : MLO1101 & PTD32702,JALAN AIR HITAM,BATU 31-3/4 BUKIT BATU 81000 KULAI JOHOR

Job Responsibility :

1. Manage existing customers order and enquiry.
2. Open accounts for new customer.
3. Identify and develop new business opportunities for OEM and house brand.
4. Build and maintain strong relationships with brand owners, distributors, hotels and corporate clients.
5. Conduct sales presentations and product consultations to prospective customers.
6. Prepare quotations, proposals, and business presentations.
7. Achieve monthly and annual sales targets.
8. Gather market intelligence and identify emerging trends and customer needs.
9. Collaborate with Product Development, Operations, and Supply Chain teams to ensure successful project implementation.
10. Provide regular sales updates and pipeline reports to management.

Job Requirements and Qualifications :

1. Preferrable with Diploma or Degree in Business, Marketing, or related field.
2. Minimum 1 year of experience in B2B sales, online sales channel & business development.
3. Strong communication, negotiation, and presentation skills.
4. Self-motivated and results-oriented with a passion for business development.
5. Possess own transport and willing to travel when required.
6. Required languages: Mandarin, English & Malay.

Benefits :

- ✓ Allowances, Flexible Benefits (Yearly), Bonus, Insurance

Person-in-charge :

Name : Lily Toh
Contact No. : 016-725 6699
Email : lilytoh@tipsindustry.com

Corporate Information

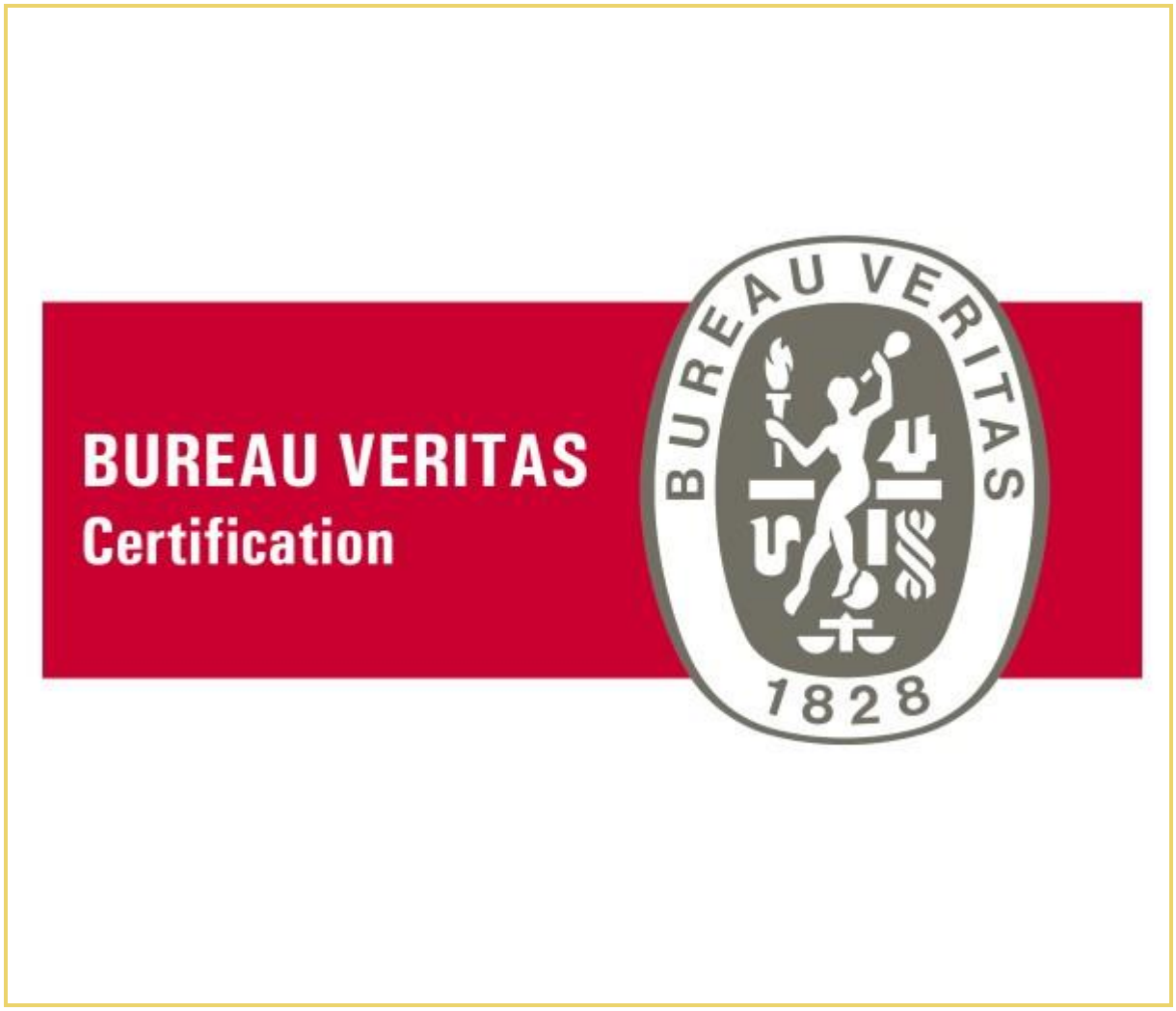
"Established in 1991, Tips Industry (M) Sdn Bhd is a wholly owned subsidiary of Tipex Pte Ltd.
(Tipex is a subsidiary of PSC Corporation)"

Tips Industry is a manufacturer that produces a wide range of consumer paper products including Box Tissue, Bathroom Tissue, Kitchen Towel, Pocket Tissue, Handkerchief & Serviettes. It also offers a wide range of commercial paper products, such as Jumbo Roll Tissue, Multi-fold Hand Towel, Interfold Hand Towel, Facial Box Tissue (cube and long), Printed Serviettes, Logo-printed Napkins.

We produce and distribute paper products for Beautex, Mood, Hibis, Comfy, Parity and is also the OEM supplier for other house brands.

Over the years, other than East and West Malaysia, we have managed to expand our distribution network across the borders to Australia, Brunei, India, Maldives, New Zealand, Netherlands, Papua New Guinea, Philippines, Singapore, USA and Vietnam.

Tips Industry (M) Sdn Bhd is located at Johor, Malaysia. The nearest loading port for import and export are Pasir Gudang Port and Tanjung Pelepas Port or PTP Port.
Tips Industry is certified with ISO9001:2015, ISO14001:2015, HACCP, ISO22000 and FSC-COC. With stringent procedures and operating systems in place, we are committed to ensure that consistent and quality products are supplied to our customers.


BUREAU VERITAS
Certification
BUREAU VERITAS
1828

TQCSI
HACCP
Certified
HACCP CODE:2020

TQCSI
ISO 22000
Food Safety
Certified

CERTIFICATE NO: QA-D/MYS/9001/0097

CERTIFICATE NO: QA-D/MYS/14001/0001