

## **MANAGER, CUSTOMER DEVELOPMENT**

(Based in Cyberjaya)

### **Responsibilities:**

- Accountable for developing and implementing sales strategies to achieve set targets.
- Responsible for the managing of trade funds within budget levels.
- Accountable for developing Annual Customer Plan and maintaining customer information for the designated Key Accounts.
- Responsible for developing and maintaining effective trading relationship with the designated Key Accounts.
- Ensures the execution of promotions and other trade agreements with the sales force.
- Support Finance and branches in reconciliation of all outstanding payments and disputed invoices with the designated Key Accounts.
- Analyse designated account Trading Term and provide proposal to Channel Development Manager.
- Build and maintain the account profile and contact report for designated accounts accessible to SCDM.
- Perform other related duties and responsibilities as assigned by superior from time to time.

### **Requirements:**

- Possess at least a Diploma or Degree.
- Results oriented, entrepreneurial and self-motivating.
- Strong interpersonal skills and capable of building strong working relationships and influencing customers.
- Strong analytical skills with ability to develop strategies, tactics and measurable implementation.
- At least 3 year(s) of working experience in the Key Account Management - Modern Trade.