Mitsubishi Motors Malaysia Sdn Bhd is the exclusive distributor of Mitsubishi Motors passenger cars in Malaysia. Our mission is to establish the Mitsubishi Motors motto of "Driving pleasure and assured security". Mitsubishi Motors is known for its simplicity and fortitude of driving performance, handling, safety and durability.

We invite suitable talented individuals who are result-oriented, fast-paced, committed, mature and can work as a team to join us as:

ASSISTANT MANAGER / MANAGER
CORPORATE FLEET
(based in Shah Alam)

The purpose of the position is to provide excellent After Sales Support to Corporate Client and to assist Corporate Fleet Department to achieve fleet registration target.

Responsibilities:

- Conduct & coordinate product familiarization trainings & technical highlight to Fleet customers
- Plan, coordinate & lead corporate fleet activities which related to Sales & After Sales
- Establish policy and product packages for Fleet & Corporate Customers
- Establish Sales Kit / Presentation on vehicles sales & policies
- Monitor and update competitors' fleet activities
- Develop and implement Fleet Marketing activities & Customer Database Management
- Participation in open tender, direct negotiation and fleet presentation
- To plan, support and assist Corporate Fleet programs and events
- Develop, review and update SOP for fleet operations

Requirements:

- Diploma/Degree in Business Management / Engineering or any related discipline from recognized institutions
- Minimum 5 years working experience in sales & marketing areas which related to automotive or mechanical engineering.
- Experienced in Vehicle trouble shooting or automotive technical knowledge is a great advantage
- Result-oriented, resourceful, self-motivated
- Possess strong customer skills, project management and presentation skills
- Excellent interpersonal, communication and negotiations skills

Interested applicants are invited to write-in, fax or email a detailed resume stating qualifications and experience, current and expected salary together with a recent passport-sized photograph to :

Human Capital Management Department
Mitsubishi Motors Malaysia Sdn. Bhd. (680028-M)
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