

## Description

For our Ezyhaul Malaysia operations we are looking for an experienced and enthusiastic **Business Development Manager** to join our young and dynamic team and support us in reaching our ambitious growth targets in Malaysia. If you're ready to embrace the challenge of working for one of the fastest growing start-ups in Southeast Asia, we have the opportunity for you to grow with Ezyhaul. **Responsibilities**

- Research prospective accounts in targeted markets, pursue leads and follow through to a successful agreement
- Understand the target markets, including industry, company, project, company contacts and which sales strategies can be used to attract clients
- Adequately understand the Ezyhaul platform so as to be able to professionally represent and sell Ezyhaul services to the market.
- Establish and actively seek new 'shipper' business opportunities which can be sold onto the Ezyhaul platform.
- Drive new sales which align to agreed sales targets.
- Ensure on-going account management and after sales service as and when required to your portfolio of clients.
- Prepare and present commercial proposals to the market in line with company expectations and policies.
- Ensure all internal reporting is completed accurately and within agreed deadlines.
- Promptly and accurately react to client enquiries and to always represent Ezyhaul in a professional manner.
- Work closely and professionally with operations and management to ensure client satisfaction and growth.

## Requirements

- Requires a minimum of 3-5 years relevant working experience in field sales in road freight transportation or freight forwarding
- Proven track record in selling transportation and logistics services
- Proven network with targeted customers using transportation and logistics services
- Experience with logistics and transportation processes, systems and solutions
- Experience with Microsoft Office applications
- Solid knowledge of commercial transportation
- Excellent presentation skills
- Ability to build, grow and maintain solid client relationships
- Ability to work independently and achieve targeted results
- High energy level.
- Good negotiation skills.
- Proficient in written and spoken English.
- Bachelor degree desired.

## Personal Attributes

- Excellent written and oral communication skills.
- Excellent interpersonal skills.
- Fast learner and passion for sales.
- Self-motivated with a results-driven approach.
- Ability to function in a team-oriented, collaborative environment.
- Talents with **hometown in Penang and preferable work location in Klang Valley and Penang** are encouraged to apply.

## **Compensation**

Successful candidates will be offered a very competitive remuneration package in line with experience and qualifications. The Business Development Manager role will be eligible to take part in the Ezyhaul Sales Incentive Plan which is designed to reward high achievers. Incentives will be paid monthly in retrospect and only once the set criteria is met as outlined in the plan itself.