



Mitsubishi Motors Malaysia Sdn Bhd is the official distributor of Mitsubishi Motors vehicles in Malaysia. As one of Malaysia's leading automotive company, Mitsubishi Motors Malaysia is committed to produce and sell vehicles that are technologically advanced, high in quality, performance, safety and comfort.

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

MANAGER - REGIONAL SALES

(based in Sabah)

Purpose of the position is to understand deeply regional/state market and to provide crucial information for effective decision making, manage and lead dealers network in region/state, expand Triton Market Share and build a strong network for other products & market expansion.

Responsibilities:

- To manage dealer outlet sales operation in respective region/state/outlet to achieve sales volume plan.
- To achieve the market share goals set by MMM management for Triton and Xpander.
- To manage stock allocation to region & outlet.
- To participate in every Dealer outlet DIMC strategy in their specific state & region.
- To control dealer DIMC quality & KPI achievement.
- To have strong engagement with Dealer Sales Management team for PDCA.
- To monitor Dealers Fleet planning & meeting arrangement and get support from Corporate Fleet department to create and execute effective fleet arrangement.
- To ensure all outlets implementing Dealer Operation Support (DOS) to create the best buying experience for customers.
- To ensure sales team are equipped with the strong product knowledge & best soft skills to close deal.
- To ensure dealers are financially strong to purchase stock & run business.
- To lead dealer outlet to align with MMM direction with strong leadership and share dealer's feedback and proposal to MMM team.
- To provide latest/relevant/crucial market information to MMM team as an input for future decision-making process.

Human Capital Management Department

Mitsubishi Motors Malaysia Sdn. Bhd. (680028-M)
Level 6, Building A, Dataran PHB, Saujana Resort, Seksyen U2
40150 Shah Alam, Selangor Darul Ehsan
Tel: 03-7680 6688 | Fax: 03-7622 2238
Website: www.mitsubishi-motors.com.my
E-mail: hr@mitsubishi-motors.com.my



Requirements:

- Degree holder in any relevant discipline or certification.
- At least 5 years' experience in managing dealer's network or any related sales management experience.
- Willing to travel for working purposes.
- Excellent in problem solving, planning & coordinating skills.
- Good command in both oral and written Bahasa Malaysia and English.
- Possess good interpersonal skills with strong analytical and negotiation skills.

Interested applicants are invited to write-in, fax or email a detailed resume stating qualifications with a recent passport-sized photograph to:

Human Capital Management Department
Mitsubishi Motors Malaysia Sdn. Bhd. (680028-M)
Level 6, Building A, Dataran PHB, Saujana Resort, Seksyen U2
40150 Shah Alam, Selangor Darul Ehsan
Tel: 03-7680 6688 | Fax: 03-7622 2238
Website: www.mitsubishi-motors.com.my
E-mail: hr@mitsubishi-motors.com.my