

TERRITORY MANAGER

Home-based office across Malaysia's region



Job Responsibilities

- Manage and grow a portfolio of Commercial Business accounts, specializing in Liquefied Petroleum Gas (LPG).
- Manage a network of Retail Fuel Service Stations and lead service station dealers to achieve operational excellence.
- Drive marketing programs to achieve planned volume, revenue, and margin growth.
- Actively keep a pulse on market and competitor activities and recommend strategic plans to maximize sales and profitability.
- Develop and achieve high customer & dealer satisfaction through value-added services and customer relationship management.
- Build and maintain strong customer relationship with key resellers, with clear understanding of integrated business economics and logistics to further enhance effectiveness.
- Work closely with business support, supply chain, distribution, and governing bodies.
- Identify and secure new business opportunities.

Job Requirements

- Willing to travel and relocate across Malaysia regional is a MUST.
- Bachelor Degree in Engineering, Science, Business Administration, Economics, Marketing, and other relevant disciplines with CGPA >3.00.
- Preferably minimum 2 years' experience in Sales/Retail related fields.
- Good oral and written communication skills, with ability to conduct business presentations.
- Possess own transportation.

Desirable Qualities

- Willing to relocate and travel
- Passionate in sales and downstream operations

Remuneration

To be discussed

Contact Information

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