



Position: Manager - Fleet & Business Development
Division: EON Proton Division
Company: Edaran Otomobil Nasional Berhad
Location: EON Head Office, Glenmarie Shah Alam

Job Description / Scope:

- Develop and maintain excellent business relationships with new and existing customers
- Participate in tender briefings, discussions/meetings for fleet business proposals
- Prepare contracts/tender quotations/proposals, comply with agreements and other legal and business documentation for contract/ tender submission
- Responsible in processing tax-exempted vehicle applications
- Maintain and grow fleet customers database
- Compile reports and monitor branches' demonstrator vehicles usage
- Carry out market intelligence on related projects and proposals in terms of market conditions, current trends, customer behaviour, competitor's activity and develop fleet business plans and support performance improvements
- Execute and implement fleet projects and co-manage with marketing unit

Job Requirements / Skill sets:

- Possess at least a Bachelor's Degree / Master's Degree in Business Management / Marketing or any other related disciplines
- Familiar with the automotive industry, corporate sales / fleet
- At least 5 years' related experience in Sales Retail / Corporate
- Possess excellent communication and presentation skills, both in Bahasa Malaysia and English
- Excellent team player, highly independent and possess the required business skills

Closing Date: 15 August 2022

To apply for a job with EON, applicants are encouraged to email their Curriculum Vitae to: recruitment@eon.com.my

Alternatively, stay updated with EON's latest job postings on the website.