



# Join Our Team

## BUSINESS DEVELOPER – CENTRAL MALAYSIA

Location: Shah Alam (HQ)

### COMPANY OVERVIEW

APP Timber was founded in 1998 and is the largest European-owned Asian-based supplier of legally sourced imported timber products. We focus on delivering added value in providing material and service solutions to wood-related industries.

Our headquarter is located in Shah Alam, Malaysia; we run sales operations in five major markets China, Indonesia, Malaysia/Singapore, Thailand, and Vietnam, with warehouses in Shah Alam and Semarang/Indonesia. We also service other emerging markets such as Bangladesh, India, Mauritius, Maldives, Sri Lanka and others. Besides, we export Asian-made products to Europe and the USA.

Our **VISION** is "To be the trusted partner and customers' ultimate choice for legally sourced sustainable timber solutions."

Our **MISSION** is "To provide excellent service to global partners and be market leader in timber and service solutions".

### JOB DESCRIPTION

The "Business Developer" will be responsible for the marketing & sales of our company's products in Malaysia. This position is reporting to the Malaysian Country Sales Manager.

### JOB RESPONSIBILITIES

- Maintain and expand our existing customer base
- Structured and consequent follow up on existing orders, inquiries, offers, payments and related matters
- Generate leads, and develop them into buying customers
- Develop opportunities for for cross sales and introduce new products
- Achieve or exceed the agreed yearly sales or gross margin targets
- Represent & promote APP Timber as the leading innovative timber solutions provider

### REQUIREMENTS

- Minimum 5 years sales & marketing experience preferably in wood-related industries
- Proactive and able to work independently with daily reporting
- Fluent in Mandarin and Hokkien and proficient in written and spoken English
- In possession of a valid driving licence and a car
- Computer literate

### WHAT DO WE OFFER?

- Competitive salary
- Performance related bonuses
- Car mileage allowance
- Attractive working environment, we believe in teamwork
- 5 days working week

## **WHY JOIN US?**

APP Timber currently employs about 45 staff in five countries. We believe in focusing on personal engagement and training (in-house & external) and own initiative for further development. All colleagues work closely and harmoniously as a team. Our colleagues are proud to be part of the APP Timber family, made up of people from different culture, country, race, and religion, comprising staff from Malaysia, Indonesia, Thailand, Vietnam, China, Germany, and the Netherlands. All together, we make APP Timber "a great place to work".

Visit [www.apptimber.com](http://www.apptimber.com) to learn more about our company, people, and the work we do. Interested candidates are advised to email their full resume together with a recent photo to the [hr@apptimber.com](mailto:hr@apptimber.com).

### **APP Timber Sdn Bhd**

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