

Job Title: Sales Executive

Department: Spares Team

Reports To: Aftermarket Marine Parts Manager

About the Role

Delton Marine seeks a proactive Sales Executive to drive business growth and manage customer relationships. This role combines business development, technical quoting, and account management to ensure seamless order fulfilment and high customer satisfaction.

Key Responsibilities

- Proactively identify and engage potential customers (Ship Owners, Managers, and Offshore Operators) to expand Delton Marine's market footprint.
- Cultivate and sustain long-term partnerships with existing accounts through regular engagement and service.
- Efficiently handle customer inquiries, prepare accurate and timely quotations using our internal systems.
- Follow up on outstanding quotes to convert leads into confirmed orders.
- Represent Delton Marine at international maritime exhibitions, conferences, and local networking events.
- Collaborate with procurement, operations, and finance teams to streamline order processing and ensure the timely delivery of goods to our customers.
- Conduct regular face-to-face meetings and ship visits to build rapport and audit service satisfaction.
- Provide dedicated after-sales support, resolving any discrepancies or issues swiftly to maintain high satisfaction levels.

Requirements

- Diploma or Degree in Business, Maritime, Engineering, or a related field.
- Demonstrate excellent communication and interpersonal skills to build rapport with diverse stakeholders.
- Strong negotiation and presentation abilities to effectively close sales and represent the company.
- Ability to work independently and remain productive in a fast-paced, dynamic environment.
- AutoCAD skills as an added advantage.
- Commit to overseas travel as required for business and client engagement.