

# Malinta Corrugated Boxes Manufacturing Corporation

**Malinta Corrugated Boxes Manufacturing Corporation** is one of the leading player in the corrugated boxes manufacturing industry in the Philippines. Established in 1979, the company has 39 years of expertise supplying to top multinationals like Nestle, Unilever, Mondelez and local companies like URC, and Monde Nissin. Our head office is located at Philippine Stock Exchange Center, Ortigas, Pasig City.

**Why Join Us?** To be the best, we need the best! Grow with us as we continue to professionalize, expand and become the market leader in the packaging industry of the Philippines. Together let's pioneer change as we innovate the packaging services in our country. We want your exciting ideas, initiative and drive to help us think out of the box!

Openings:

## **Account Manager**

Job Description:

1. Responsible for managing and maintaining long-term relationship with existing key account clients.
2. Grow and expand business market share by strengthening customer relationship.
3. Oversee and manage overall sales process from pre to post-sales.
4. Quote and negotiate prices, ensure placement of PO from customer to ensure increase in sales.
5. Point person of sales coordinator and customer for urgent matters and trouble shooting

Qualifications:

1. Must possess a Bachelor's degree in Business / Accounting / Management or equivalent.
2. Must be managerial level and able to manage employees and maximize their potential.
3. Has strong business acumen and critical thinking skills.
4. Has good customer rapport and excellent communication skills.
5. Has the passion for winning and is result-driven.
6. Must be an agile learner; potential future GM/ high level management positions.

Please email your resume to: [hr\\_headoffice@malintaco.com](mailto:hr_headoffice@malintaco.com)

Company Address: 1706A Philippine Stock Exchange Center, West Tower, Exchange Road, Ortigas Center Pasig City