



PR/114765 | Sales/KA Director

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504012

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:35

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a media company.

Job Responsibilities

The primary objective of a Sales/KA Director is to meet sales targets, increase revenue, and support business growth. This role includes strategic planning, team management, and cross-department collaboration.

Key Responsibilities:

1. **Sales Strategy:** Develop and implement plans to achieve company goals.
2. **Performance Monitoring:** Track sales metrics and adjust strategies as needed.
3. **Customer Relationships:** Build and maintain strong client relationships.
4. **Budget Management:** Create and manage the sales budget efficiently.
5. **Collaboration:** Work with other departments to align efforts and improve customer experience.
6. **Market Analysis:** Stay updated on industry trends and competitor activities.
7. **Communication:** Communicate effectively with teams, executives, and clients.
8. **Problem-Solving:** Address challenges and find solutions proactively.
9. **Adaptability:** Adjust strategies quickly in response to market changes.

Requirements

- More than 10 years of sales experience in media or related industries.
- Proven ability to lead sales from planning to closing.
- Strong business understanding and great coaching skills.
- Excellent communication and people skills to influence at all levels.
- Proficiency in Thai and English.

If you are interested, please submit your CV by clicking the 'APPLY' or send it to pacita.phaohusara@jac-recruitment.com

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Company Description