



PR/115450 | Senior Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504091

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:38

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

Position: Senior Sales Manager
Location: Muang, Chonburi

Salary: 80,000 THB/Month
Bonus: 4 Months

Responsibilities:

- Develop a strategy and roadmap for the sales team to achieve the division's annual sales plan in Thailand.
- Provide leadership and guidance to regional sales teams to drive growth, achieve sales targets, and increase market penetration.
- This position will be accountable for all local Thai accounts; however, the composition of the team reporting to this Senior Manager is still under discussion.
- The main responsibility of this position will be to ensure that the team meets their targets (sales, projects, new business development etc as defined in their MBOs).
- Foster a culture of success and accountability within the sales team.
- Run regular business reviews with the team, focusing on continuous improvement in performance and results.
- The main objective of the review will be tracking KPI achievement and gap analysis from the budget. Depending on the

KPI

achievement results, feedback will be accordingly provided on specific areas for improvement.

- Align with the technical department to provide quick and efficient technical solutions to customers, ensuring customer satisfaction and confidence in our technical support.
- Develop long-term, strategic relationships with key accounts.
- This position will identify focus areas i.e. key market segments/applications where we can add value with our products/technologies, ensure that sufficient resources are allocated to these focus areas and develop roadmap to achieve our midterm growth plan.
- The sales role includes direct responsibility for negotiating with customers and decision making.
- Prepare and present regular reports on sales performance, market trends, and strategic initiatives to senior management.
- Grow market share by identifying and developing new markets and pipeline of customers

Qualifications:

- Bachelors degree in Science , Engineering or related field . MBA would be a plus.
- Minimum of 10 years of experience in sales, with a proven track record of success in a senior leadership role. Candidates with experience in the Automotive industry or in Specialty chemicals industry will be given preference.
- Excellent leadership, communication, and interpersonal skills.
- Strong analytical skills with the ability to identify market trends and opportunities.
- Proven ability to develop and implement strategic sales plans.
- Strong negotiation and relationship-building skills.
- Willingness to travel as required.
- Good communication skills in Thai and English.

Company Description