



PR/094464 | Sales Director

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1504884

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:13

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

About the Sales Director Role:

This role involves overseeing the APAC Distribution Revenue Budget and collaborating with Regional Directors to achieve revenue targets through effective distribution strategies. It requires strong leadership, market analysis, and relationship-building skills.

Key Responsibilities:

- Oversee the APAC Distribution Revenue Budget for China, Taiwan, Japan, and Korea
- Collaborate with Regional Directors to achieve revenue targets at the GEO level through distribution channels
- Analyze market trends to identify and capitalize on opportunities in the mass market via distribution

- Develop and implement effective distribution strategies, and monitor their effectiveness
- Build and maintain a robust pipeline of new opportunities to drive growth in distribution accounts
- Manage distribution networks and establish clear KPIs for performance
- Foster strong relationships with key stakeholders within distributor partners
- Ensure forecast accuracy and conduct monthly sales forecast reviews
- Conduct quarterly business reviews with distributors to track performance
- Lead, mentor, and develop the TSE team in China, driving success through technical value propositions
- Maintain relationships with stakeholders in mass market focus accounts
- Collaborate closely with the Product Marketing Team to implement and execute go-to-market strategies

To succeed as a sales director, focus on effective leadership and strategic planning to inspire your team and achieve sales targets. Additionally, build strong customer relationships and use data-driven insights to continuously refine your sales strategies.

Key Requirements:

- Bachelor's degree required, preferably in Electronic & Electrical Engineering or relevant discipline
- About 10-15 years of experience in distribution management within the semiconductor industry
- Proven experience in managing and driving multiple teams with strong leadership capabilities
- Demonstrated strong business and industry acumen
- Strong analytical, communication, and presentation skills
- Ability to work independently and as part of a team
- Willingness to travel frequently, entertain customers, and visit suppliers

If you are someone with sales experience with a strong attention to detail and an independent nature, this opportunity will enable you to further develop your technical expertise in this field.

Apply today or email me at jinhan.huang@jac-recruitment.com/call me at +65 6411 0405 to discuss this new opportunity.

Do note that we will only be in touch if your application is shortlisted.

Huang Jin Han
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#countrysingapore

Company Description