



PR/158075 | Area Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505280

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:34

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

Job Summary:

As a Sales Manager, you will lead and manage the sales team, develop and implement sales strategies, and ensure the achievement of sales targets. You will be responsible for driving the company's revenue growth by overseeing all sales activities and building strong relationships with key clients.

Job Responsibilities:

- Lead and manage a team of sales executives, providing direction, mentorship, and performance evaluations.
- Develop and implement sales strategies to achieve business objectives and revenue targets.
- Identify and pursue new business opportunities, expanding the company's customer base.
- Build and maintain strong relationships with key clients, ensuring high levels of customer satisfaction and loyalty.
- Monitor sales performance, analyze data, and adjust strategies to meet changing market conditions.
- Collaborate with the marketing team to develop campaigns and promotional activities that support sales efforts.
- Prepare and present sales reports, forecasts, and performance metrics to senior management.
- Oversee the recruitment, training, and development of sales team members.
- Ensure compliance with company policies and industry regulations in all sales activities.

Job Qualifications:

- Bachelor's degree in Engineering, Business, Marketing, or a related field.
- Minimum 6+ years of experience in sales.
- Proven experience in leading and managing a successful sales team.

Strong strategic thinking and problem-solving skills.
Excellent communication, negotiation, and leadership abilities.
Proficiency in Microsoft Office, CRM software, and sales management tools.

Company Description