



PR/158174 | Country Technical Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505468

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:37

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 MNC in the Food Ingredients industry. As part of their business expansion, they are looking to hire an experienced Technical Sales Manager. This role will be based at Kuala Lumpur.

Key Responsibilities:

- Develop and implement a strategic sales plan to achieve company sales targets and expand the customer base.
- Analyse market trends, competitor activities, and customer needs to identify new business opportunities.
- Build and maintain strong, long-lasting relationships with key accounts.
- Understand customer requirements and provide solutions that meet their needs by conducting regular customer visits and presentations to promote products and services.
- Identify and pursue new business opportunities in the market by collaborating with the marketing team to develop promotional strategies and campaigns.
- Participate in industry events, trade shows, and conferences to network and promote the company's offerings.
- Stay updated on industry trends, new product developments, and regulatory changes.
- Provide technical support and product information to customers and the sales team.
- Prepare and present sales reports, forecasts, and performance analysis to the management.

- Monitor sales metrics and KPIs to track progress and identify areas for improvement.
- Lead and manage team members to achieve team targets.
- Coach and guide team members to be professional representatives of the company.

Job Requirements:

- Bachelor's degree in Food Science, Food Technology, Science, Business Administration or equivalent.
- 10-15 years of working experience with a strong understanding of food ingredients, their applications, and market dynamics.
- Excellent communication, negotiation, and interpersonal skills.
- Results-oriented with a proven track record of meeting or exceeding sales targets.
- Able to lead and motivate a sales team to achieve goals.

Company Description