



PR/158087 | Sales Director (Data Center)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508994

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:23

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 Roles:

Candidates must have an experience in Data Center market globally. This role is part of the Regional Sales and Service leadership team. Your main focus will be working closely with customer, consultants EOCs and building a relationship across Data Center vertical market. You will be the ownership of the sales budget for Data Center vertical market and sales growth.

Your Responsibilities:

- Owning the Sales Budget for the Data Center vertical market and pipeline growths. You will be responsible to drive Order Intake, closing orders at assigned profitability targets, develop and implement effective strategic plans.
- Collaborating with the relevant Solution Support functions and Marketing to develop a branding & positioning strategy on company's capabilities as a preferred Cooling Solutions provider.
- Monitoring competitors' activity with the account and ensures that appropriate response strategies are formulated and implemented.
- Giving input on market price developments.
- Driving application of standardized Marketing & Sales processes and tools (CRM system, account plans etc.) for the account.
- You will be the leader of the company commitment to fostering a culture where Compliance & Integrity is woven into the fabric of everything we do.

Requirements:

- A minimum of 10 years experience in Data Center business as a Sales Director/Manager with hands-on and technical sales experience.
- 5 years of experience in heat exchanger industry will be an advantage
- Knowledge on Data Center, Chemicals, Cooling Solutions
- Sales and oriented and able to work within a strict dateline
- Direct sales experience for at least 3 years in data center market – clear understanding of what's sales process, customer engagement and KPI ownership
- Clarity of Data center ecosystem, key stakeholders – understanding of buying pattern
- Demonstrate deal ownership/strategy sales, collaboration with broader teams – execution, technical, factory, regional teams
- People skill – experience of leading sales team, clarity of thoughts of what he/she wants in career

What you need to do now:

Click Apply now to apply for this role or forward your updated resume dewi.muhamad@jac-recruitment.com . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

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Company Description