



PR/158351 | Sales Manager (IT Products & Solutions)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1511032

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 17th, 2024 11:30

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

Company and Job Overview

Our clients are a leading distributor of IT products and solutions, well established for over 25 years in Malaysia. They are currently seeking a Sales Manager experienced in the IT industry to lead their team. This role will be based in Klang, and requires regular travel.

Job Responsibilities

- Develop and forecast business strategies, manage stock, and plan company products in line with company goals.
- Understand customer needs, propose solutions, and deliver presentations.
- Maintain strong relationships with vendors and customers.
- Collaborate with sales and technical teams on product delivery, installation, and implementation.

- Visit dealers weekly to gather market trends and insights.
- Prepare daily, weekly, and monthly sales reports and forecasts.
- Monitor inventory levels, track stock movements, and conduct periodic stock checks.
- Evaluate product performance, gather customer feedback, and improve product features.
- Work with marketing teams to develop product messaging and go-to-market strategies.
- Conduct competitive analysis to identify market opportunities.
- Coordinate with sales teams to provide product training and support for launches.
- Stay updated on industry trends and best practices in product management.
- Update sales teams and collaborate across branches to meet sales targets.
- Provide administrative support to the sales team, including documentation and filing.

Job Requirements

- Minimum 10 years proven experience in IT sales, knowledge in networking solutions is preferred.
- Excellent communication and presentation skills in English, and Mandarin to liaise with Chinese stakeholders.
- Strong technical background with the ability to understand and present complex solutions.
- Ability to identify and develop new business opportunities.
- Strong problem-solving skills and the ability to troubleshoot technical issues.
- Ability to work collaboratively with a team and independently.
- Willingness to travel and participate in industry events.
- Demonstrated success in IT sales, in addition to leading sales teams and achieving sales targets.

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Company Description