



## PR/158329 | Regional Sales Manager (Cutting Tools / Mining Industry)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1512413

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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

**Main Responsibilities:**

Develop & Implement Sales Strategy to achieve the organization's short- and long-term sales goals across Asia. Accountable for driving and executing all aspects of Company sales performance through channels within an assigned geographical territory. Managing a team subordinate and actively involved in the field with salespeople and customers to achieve established cascaded sales goals in his or her geography.

**Sales Management activities:**

- Liaise and work with senior management to set forecasts, budgets and targets as well as supporting high level Sales Cluster business objectives and financial controls.
- Ensure strong financial discipline within assigned geographical territory, balancing sales results and managing

Administrative and Sales (A&S) expense.

- Ensure attainment of assigned geography's budgeted sales value, volume and/or profitability (subject to the specific goals set by management) from the channels/ distributors.
- Develop and implement local strategy and execute marketing plans in the assigned geography to achieve Company goals and objectives.
- Streamline local processes as per DP global strategy
- Keep abreast of customer needs and concerns regarding price, delivery and product offerings in order to best serve the customer and obtain the most business for Company
- To manage and control sales channel strategy develop business relations with channel partners.
- Oversee the design and implementation of appropriate actions necessary to meet competitive activity within the assigned geographical territory.
- Develop long term vision for the Company sales across Asia

**People Management activities:**

- Manage the direct report's performance and results.
- Ensure that any newly hired or promoted direct reports are properly on-boarded trained motivated and rewarded.
- Establish overall market budget and cascade to individual direct report's goals and objectives; monitor results against these objectives and provide appropriate feedback.
- Coach and provide on the job training and development.
- Provides constant implementation of improvements and development of the organization.
- Provides development of talents, the mentoring focused on the result.
- Cultivate an environment to encourage employees to be productive, independent and push the DP brand and sales in the geography.

**Other Management activities:**

- Provide senior management with accurate and timely market information for customers, distributors and competitors.
- Drive and apply Sandvik Core Values and Code of Conduct in all business and personal dealings, drive team to adopt and apply the Safety first culture and Core Values at all times.

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Company Description