



PR/094464 | Sales Director

## Job Information

### Recruiter

JAC Recruitment Singapore

### Job ID

1512624

### Industry

Electronics, Semiconductor

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

February 5th, 2025 07:00

## 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 Sales Director (China Market) Role:

This position entails managing the APAC Distribution Revenue Budget and working closely with Regional Directors to meet revenue goals through strategic distribution efforts. It demands strong leadership, market analysis, and relationship-building abilities.

### Key Responsibilities:

- Manage the APAC Distribution Revenue Budget for China (Must), Taiwan, Japan, and Korea.
- Collaborate with Regional Directors to achieve GEO-level revenue targets via distribution channels.
- Analyze market trends to identify and leverage opportunities in the mass market through distribution.
- Develop and implement distribution strategies and monitor their effectiveness.
- Build and maintain a pipeline of new opportunities to drive growth in distribution accounts.
- Manage distribution networks and set clear KPIs for performance.

- Foster relationships with key stakeholders within distributor partners.
- Ensure forecast accuracy and conduct monthly sales forecast reviews.
- Conduct quarterly business reviews with distributors to track performance.
- Lead, mentor, and develop the TSE team in China, driving success through technical value propositions.
- Maintain relationships with stakeholders in mass market focus accounts.
- Collaborate with the Product Marketing Team to implement and execute go-to-market strategies.

To excel as a Sales Director, focus on effective leadership and strategic planning to inspire your team and achieve sales targets. Additionally, build strong customer relationships and use data-driven insights to continuously refine your sales strategies.

**Key Requirements:**

- Bachelor's degree in Electronic & Electrical Engineering or a related field.
- 10-15 years of experience in distribution management within the semiconductor industry.
- Proven leadership in managing and driving multiple teams.
- Strong business and industry acumen.
- Excellent analytical, communication, and presentation skills.
- Ability to work independently and as part of a team.
- Willingness to travel frequently, entertain customers, and visit suppliers.

If you are someone with sales experience with a strong attention to detail and an independent nature, this opportunity will enable you to further develop your technical expertise in this field.

Apply today or email me at [jinhan.huang@jac-recruitment.com](mailto:jinhan.huang@jac-recruitment.com)/call me at +65 6411 0405 to discuss this new opportunity.

Do note that we will only be in touch if your application is shortlisted.

Huang Jin Han  
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#LI-JACSG  
#countrysingapore

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Company Description