



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

January 8th, 2025 09:00

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/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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Company Description