



PR/116118 | Head of Sales

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513298

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:16

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

Our client is a leading cosmetic and home care OEM manufacturer. They are looking for a dynamic and experienced Sales Manager to join their team and drive their sales efforts.

Responsibilities:

- Develop and implement effective sales strategies to achieve company sales targets.
- Identify and pursue new business opportunities and markets for OEM cosmetic products.
- Build and maintain strong relationships with existing and potential clients.
- Present and promote our products to clients, highlighting their benefits and features.
- Develop a strong, competent sales team by providing guidance and support to sales member

- Collaborate with the marketing team to develop promotional materials and campaigns.
- Monitor market trends and competitor activities to identify new opportunities.
- Prepare and deliver sales reports, forecasts, and presentations to senior management.
- Attend industry events, trade shows, and exhibitions to network and promote our products.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field.
- More than 5 years of experience in sales, preferably in the cosmetic, beauty or home care industry.
- Proven track record of achieving sales targets and driving business growth.
- Excellent communication, negotiation, and presentation skills.
- Strong understanding of the cosmetic, beauty or home care OEM market and industry trends.
- Ability to work independently and as part of a team.
- Proficiency in Thai and English.

Apply online or feel free to contact me directly at pacita.phaohusara@jac-recruitment.com for more information about this opportunity. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

Company Description