



PR/116258 | Sales Manager (Aesthetic Product)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513359

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 12:20

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 an aesthetic products company.

Key Responsibilities

- Establish sales targets, monitor progress, and revise goals as necessary.
- Review and enhance team processes and procedures for better efficiency.
- Set individual sales quotas and allocate territories to team members.
- Deliver precise and comprehensive sales forecasts.
- Provide coaching, mentorship and constructive feedback to the team.
- Cultivate a competitive yet supportive team culture.

- Manage local and regional sales initiatives, promotions and campaigns.
- Lead and coordinate all sales efforts at local and regional levels.
- Guide distributors and dealers on policies and standard operating procedures.
- Develop and implement territory-specific sales strategies.
- Explore emerging markets to uncover new sales opportunities.
- Create and roll out a business plan to grow our customer base and keep a strong presence in the market.
- Build and maintain strong, lasting relationships with customers by partnering with them and understanding their needs.
- Share sales, revenue, and expense reports, along with realistic forecasts with the management team.
- Spot emerging markets and market trends while staying updated on new products and the competition.
- Supervise and direct the performance of the sales team.

Qualifications:

- Bachelor's degree in Marketing, Business, or related field; MBA preferred.
- Minimum of 5 years of sales experience in the healthcare industry, aesthetic products preferred.
- Good 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