



PR/158413 | Sales Manager (Data Center)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1514516

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 14:00

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

Sales Manager Data Center, North East and South East Asia

The function and position

In this position the Sales Manager will be offering a high grade of responsibility to provide customer access to the application engineering experts across the company organization. Bringing in new customers and building relations with existing customers. Focus will be on field sales, acting as the face to the customer. The person will be a hunter instead of a farmer type.

This position is located in Malaysia.

Overall Responsibilities

- Owning the Sales Budget for the Data Center vertical market and pipeline growths. You will be responsible to drive Order Intake, closing orders at assigned profitability targets, develop and implement effective strategic plans.
- Collaborating with the relevant Solution Support functions and Marketing to develop a branding & positioning strategy on company's capabilities as a preferred Cooling Solutions provider.
- Monitoring competitors' activity with the account and ensures that appropriate response strategies are formulated and implemented.
- Giving input on market price developments.
- Driving application of standardized Marketing & Sales processes and tools (CRM system, account plans etc.) for the account.
- You will champion company's commitment to fostering a culture where Compliance & Integrity is woven into the fabric of everything we do.
- Understanding the key business drivers of the relevant customer's business and business environment and interprets the impact and opportunity for company.

Expectations

- Well experienced Data Center Sales Manager focused on technical sales with a proven track record and min. 3 years' experience in a similar role.
- Able to work in a matrix organization.
- A Pioneering spirit and contributing to the building-up process of a sales organization.
- Team oriented, able to identify what needs to be improved but also providing solutions.
- Data Center, Cooling Solutions segment knowledge.
- Experience in the heat exchanger industry will be a strong plus

Company Description