



PR/116521 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1516368

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 10:34

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

Position Summary: Sales Manager - Regional will oversee and drive sales efforts for wind energy solutions within a defined geographic region. This role focuses on developing strong customer relationships, identifying new business opportunities, and achieving sales targets while promoting the company's wind energy products and services. The position demands strategic thinking, technical understanding of wind energy systems, and excellent communication skills to support business growth in a competitive market.

Key Responsibilities:

1. Sales Strategy Development:
 - o Develop and execute a comprehensive sales strategy tailored to the region's market potential and business objectives.
 - o Analyze market trends, competitor activities, and customer needs to identify new opportunities.
2. Business Development:
 - o Build and maintain long-term relationships with customers to ensure repeat business and customer satisfaction.
 - o Lead negotiations and close contracts for wind energy solutions, ensuring alignment with company goals and customer requirements.

3. Technical & Commercial Expertise: o Understand and communicate the technical specifications, benefits, and ROI of the company's wind energy products and services. o Collaborate with technical teams to customize solutions for specific customer needs.

4. Sales Target Achievement: o Meet or exceed quarterly and annual sales targets for the assigned region. o Prepare sales forecasts, budgets, and reports to track progress and align with company objectives.

5. Regulatory Compliance & Risk Management: o Ensure all sales activities comply with regional regulations and company policies. o Assess risks associated with potential projects and implement mitigation strategies.

Qualifications:

- Bachelor's degree in Engineering, Business Administration, Renewable Energy, or a related field.
- Minimum of 5-7 years of experience in sales, business development, or project management within the renewable energy sector, preferably wind energy.
- Strong understanding of wind energy systems, technologies, and market dynamics.
- Proven track record of achieving and exceeding sales targets.
- Excellent negotiation, communication, and presentation skills.
- Ability to travel extensively within the region.

Working Hours: Monday – Friday, 08.00 -17.00

Fringe Benefits: • Social Security • Provident fund • Medical Insurance • Accident Insurance • Life Insurance • Annual Health Checkup • Uniforms • Fleet card • Sim card

Company Description