



PR/115450 | Senior Sales Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメント タイランド

求人ID

1504091

業種

その他（メーカー）

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2024年11月19日 10:38

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Position: Senior Sales Manager**Location:** Muang, Chonburi**Salary:** 80,000 THB/Month**Bonus:** 4 Months**Responsibilities:**

- Develop a strategy and roadmap for the sales team to achieve the division's annual sales plan in Thailand.
- Provide leadership and guidance to regional sales teams to drive growth, achieve sales targets, and increase market penetration.
- This position will be accountable for all local Thai accounts; however, the composition of the team reporting to this Senior Manager is still under discussion.
- The main responsibility of this position will be to ensure that the team meets their targets (sales, projects, new business development etc as defined in their MBOs).
- Foster a culture of success and accountability within the sales team.
- Run regular business reviews with the team, focusing on continuous improvement in performance and results.
- The main objective of the review will be tracking KPI achievement and gap analysis from the budget. Depending on the

KPI

achievement results, feedback will be accordingly provided on specific areas for improvement.

- Align with the technical department to provide quick and efficient technical solutions to customers, ensuring customer satisfaction and confidence in our technical support.
- Develop long-term, strategic relationships with key accounts.
- This position will identify focus areas i.e. key market segments/applications where we can add value with our products/technologies, ensure that sufficient resources are allocated to these focus areas and develop roadmap to achieve our midterm growth plan.
- The sales role includes direct responsibility for negotiating with customers and decision making.
- Prepare and present regular reports on sales performance, market trends, and strategic initiatives to senior management.
- Grow market share by identifying and developing new markets and pipeline of customers

Qualifications:

- Bachelors degree in Science , Engineering or related field . MBA would be a plus.
- Minimum of 10 years of experience in sales, with a proven track record of success in a senior leadership role. Candidates with experience in the Automotive industry or in Specialty chemicals industry will be given preference.
- Excellent leadership, communication, and interpersonal skills.
- Strong analytical skills with the ability to identify market trends and opportunities.
- Proven ability to develop and implement strategic sales plans.
- Strong negotiation and relationship-building skills.
- Willingness to travel as required.
- Good communication skills in Thai and English.

会社説明