



PR/116119 | Sales and Marketing Director (Aesthetic Products)

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

1504336

業種

福祉・介護

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 10:49

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

Our client is an aesthetics products distributor.

Job Summary: The Sales and Marketing Director will be responsible for developing and executing strategic sales and marketing plans to drive growth and profitability for the company. This role involves leading a team, managing budgets, and building strong relationships with clients and stakeholders in the aesthetic products industry.

Key Responsibilities:

- Strategic Planning: Develop and implement comprehensive sales and marketing strategies to achieve company goals.
- Team Leadership: Lead, mentor, and manage the sales and marketing teams to ensure high performance and

achievement of targets.

- Market Analysis: Conduct market research to identify trends, customer needs, and competitive landscape.
- Brand Management: Oversee the development and execution of branding initiatives to enhance market presence.
- Client Relationships: Build and maintain strong relationships with key clients, distributors, and partners.
- Budget Management: Manage and allocate budgets for sales and marketing activities effectively.
- Sales Growth: Identify and pursue new business opportunities to expand market share.
- Product Launches: Plan and execute successful product launches and promotional campaigns.
- Performance Tracking: Monitor and analyze sales and marketing performance metrics to optimize strategies.
- Collaboration: Work closely with other departments, including product development and customer service, to ensure alignment and support.

Qualifications:

- Bachelor's degree in pharmacy or a related field; MBA preferred.
- Minimum of 12 years of experience in sales and marketing, with at least 7 years in a leadership role within the aesthetic products industry.
- Strong leadership, communication, and interpersonal skills. Proficiency in market analysis, strategic planning, and budget management.
- In-depth understanding of the aesthetic products market and industry trends.
- Fluent in Thai and English.

Key Competencies:

- Analytical Thinking: Ability to analyze market data and trends to make informed decisions.
- Creativity: Innovative approach to marketing and sales strategies.
- Negotiation: Strong negotiation skills to secure favorable terms with clients and partners.
- Adaptability: Ability to adapt to changing market conditions and business needs.
- Results-Driven: Focused on achieving measurable results and driving business growth.

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.

会社説明