



PR/094464 | Sales Director

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シンガポール

求人ID

1504884

業種

電気・電子・半導体

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:13

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

About the Sales Director Role:

This role involves overseeing the APAC Distribution Revenue Budget and collaborating with Regional Directors to achieve revenue targets through effective distribution strategies. It requires strong leadership, market analysis, and relationship-building skills.

Key Responsibilities:

- Oversee the APAC Distribution Revenue Budget for China, Taiwan, Japan, and Korea
- Collaborate with Regional Directors to achieve revenue targets at the GEO level through distribution channels
- Analyze market trends to identify and capitalize on opportunities in the mass market via distribution

- Develop and implement effective distribution strategies, and monitor their effectiveness
- Build and maintain a robust pipeline of new opportunities to drive growth in distribution accounts
- Manage distribution networks and establish clear KPIs for performance
- Foster strong relationships with key stakeholders within distributor partners
- Ensure forecast accuracy and conduct monthly sales forecast reviews
- Conduct quarterly business reviews with distributors to track performance
- Lead, mentor, and develop the TSE team in China, driving success through technical value propositions
- Maintain relationships with stakeholders in mass market focus accounts
- Collaborate closely with the Product Marketing Team to implement and execute go-to-market strategies

To succeed as a sales director, focus on effective leadership and strategic planning to inspire your team and achieve sales targets. Additionally, build strong customer relationships and use data-driven insights to continuously refine your sales strategies.

Key Requirements:

- Bachelor's degree required, preferably in Electronic & Electrical Engineering or relevant discipline
- About 10-15 years of experience in distribution management within the semiconductor industry
- Proven experience in managing and driving multiple teams with strong leadership capabilities
- Demonstrated strong business and industry acumen
- Strong analytical, communication, and presentation skills
- Ability to work independently and as part of a team
- Willingness to travel frequently, entertain customers, and visit suppliers

If you are someone with sales experience with a strong attention to detail and an independent nature, this opportunity will enable you to further develop your technical expertise in this field.

Apply today or email me at jinhan.huang@jac-recruitment.com/call me at +65 6411 0405 to discuss this new opportunity.

Do note that we will only be in touch if your application is shortlisted.

Huang Jin Han
JAC Recruitment Pte Ltd
EA Personnel: R22104730
EA Personnel Name: Huang Jin-Han

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会社説明