



PR/158174 | Country Technical 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 マレーシア

求人ID

1505468

業種

小売

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:37

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 a MNC in the Food Ingredients industry. As part of their business expansion, they are looking to hire an experienced Technical Sales Manager. This role will be based at Kuala Lumpur.

Key Responsibilities:

- Develop and implement a strategic sales plan to achieve company sales targets and expand the customer base.
- Analyse market trends, competitor activities, and customer needs to identify new business opportunities.
- Build and maintain strong, long-lasting relationships with key accounts.
- Understand customer requirements and provide solutions that meet their needs by conducting regular customer visits and presentations to promote products and services.
- Identify and pursue new business opportunities in the market by collaborating with the marketing team to develop promotional strategies and campaigns.
- Participate in industry events, trade shows, and conferences to network and promote the company's offerings.
- Stay updated on industry trends, new product developments, and regulatory changes.
- Provide technical support and product information to customers and the sales team.
- Prepare and present sales reports, forecasts, and performance analysis to the management.

- Monitor sales metrics and KPIs to track progress and identify areas for improvement.
- Lead and manage team members to achieve team targets.
- Coach and guide team members to be professional representatives of the company.

Job Requirements:

- Bachelor's degree in Food Science, Food Technology, Science, Business Administration or equivalent.
- 10-15 years of working experience with a strong understanding of food ingredients, their applications, and market dynamics.
- Excellent communication, negotiation, and interpersonal skills.
- Results-oriented with a proven track record of meeting or exceeding sales targets.
- Able to lead and motivate a sales team to achieve goals.

会社説明