



PR/116258 | Sales Manager (Aesthetic Product)

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

1506750

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26日 11:25

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 aesthetic products distributor.

Key Responsibilities

- Establish sales targets, monitor progress, and revise goals as necessary.
- Review and enhance team processes and procedures for better efficiency.
- Set individual sales quotas and allocate territories to team members.
- Deliver precise and comprehensive sales forecasts.
- Provide coaching, mentorship and constructive feedback to the team.
- Cultivate a competitive yet supportive team culture.

- Manage local and regional sales initiatives, promotions and campaigns.
- Lead and coordinate all sales efforts at local and regional levels.
- Guide distributors and dealers on policies and standard operating procedures.
- Develop and implement territory-specific sales strategies.
- Explore emerging markets to uncover new sales opportunities.
- Create and roll out a business plan to grow our customer base and keep a strong presence in the market.
- Build and maintain strong, lasting relationships with customers by partnering with them and understanding their needs.
- Share sales, revenue, and expense reports, along with realistic forecasts with the management team.
- Spot emerging markets and market trends while staying updated on new products and the competition.
- Supervise and direct the performance of the sales team.

Qualifications:

- Bachelor's degree in Marketing, Business, or related field; MBA preferred.
- Minimum of 5 years of sales experience in the healthcare industry, aesthetic products preferred.
- Good in Thai and English.

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.

#LI-JACTH

会社説明