



PR/158075 | Area 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

1508988

業種

その他（メーカー）

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12月11日 15:21

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

Job Summary:

As a Sales Manager, you will lead and manage the sales team, develop and implement sales strategies, and ensure the achievement of sales targets. You will be responsible for driving the company's revenue growth by overseeing all sales activities and building strong relationships with key clients.

Job Responsibilities:

Lead and manage a team of sales executives, providing direction, mentorship, and performance evaluations.

Develop and implement sales strategies to achieve business objectives and revenue targets.

Identify and pursue new business opportunities, expanding the company's customer base.

Build and maintain strong relationships with key clients, ensuring high levels of customer satisfaction and loyalty.

Monitor sales performance, analyze data, and adjust strategies to meet changing market conditions.

Collaborate with the marketing team to develop campaigns and promotional activities that support sales efforts.

Prepare and present sales reports, forecasts, and performance metrics to senior management.

Oversee the recruitment, training, and development of sales team members.

Ensure compliance with company policies and industry regulations in all sales activities.

Job Qualifications:

Bachelor's degree in Engineering, Business, Marketing, or a related field.

Minimum 6+ years of experience in sales.

Proven experience in leading and managing a successful sales team.

Strong strategic thinking and problem-solving skills.
Excellent communication, negotiation, and leadership abilities.
Proficiency in Microsoft Office, CRM software, and sales management tools.

会社説明