



PR/158350 | Sales Manager for Interconnect Components Industry

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

1511005

業種

その他（商社）

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17日 11:22

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

Company and Job Overview:

A leading company in the interconnect components industry is hiring a Sales Manager. This company specializes in high-quality interconnect products for aerospace, defense, telecommunications, and industrial applications. The key responsibilities involve driving sales growth, building customer relationships, and identifying new business opportunities. Ideal candidates will have a background in sales within electronics or telecommunications, excellent communication skills, and a strategic mindset. This is an excellent opportunity within a dynamic and innovative work environment.

Job Responsibilities:

- Establish fundamental objectives, plans, and policies in collaboration with Asia Zone management.
- Achieve growth objectives in the Malaysian market.
- Develop and implement strategic sales plans to expand the customer base and increase market share.
- Build and maintain strong, long-lasting customer relationships.
- Lead and motivate the sales team to meet and exceed sales targets.
- Collaborate closely with Product Business Units, R&D, FAE, Marketing, and Operations departments.
- Identify and pursue new business opportunities to drive revenue growth.
- Analyze market trends and competitor activities to inform strategic decisions.
- Manage sales budgets, forecasts, and performance reports.
- Represent the company at industry events, trade shows, and customer meetings.

- Stay informed about current business and economic policies that might impact the organization.
- Provide regular updates and feedback to senior management on sales performance and market conditions.

Job Requirements:

- Bachelor's degree in Mechanical Engineering, Electrical & Electronics Engineering, or a related field.
- Proven experience in sales management within the electronics or telecommunications industries.
- Strong understanding of the Malaysian market and business landscape.
- Excellent leadership, communication, and interpersonal skills.
- Ability to develop and execute strategic sales plans.
- Proficiency in using CRM software and other sales tools.
- Strong analytical and problem-solving skills.
- Ability to work collaboratively with cross-functional teams.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

会社説明