



PR/157688 | Sales Manager - Factory Automation Equipment

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

1514502

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

2025年01月07日 10:27

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 Overview

A dynamic global leading manufacturer and distributor of standard components of Factory Automation products is currently seeking a Sales Manager to join their esteemed organization.

Key Responsibilities for Sales Manager

- Drive growth and achieve sales targets through effective management of the sales team.
- Develop and execute a strategic sales plan to expand the company's customer base and strengthen its market presence.
- Set sales team objectives, provide coaching, and monitor the performance of sales representatives.
- Foster enduring customer relationships by collaborating closely with clients to understand and meet their needs.
- Present comprehensive sales, revenue, and expense reports along with realistic forecasts to the management team.
- Identify emerging markets and market shifts, maintaining awareness of new products and competitive dynamics.

Key Requirements:

- Diploma/Degree in Mechanical/Industrial/Precision Engineering preferred.
- Strong business acumen and industry expertise in Factory Automation, Semiconductor, or Machine Builder Industries.
- 5 to 8 years of relevant B2B sales experience with a proven track record in industrial sales.
- Willingness to travel within Malaysia.

Benefits:

- Fixed allowances.
- Attractive variable bonus.

Interested candidates meeting the above requirements are encouraged to submit a detailed resume. We appreciate all applicants' interest, but only those selected for an interview will be contacted.

会社説明