



SALES MANAGER / SENIOR SALES MANAGER

KEY FUNCTIONS:

Strategic Sales & Business Development

- Formulate and execute the annual sales plans and strategy to achieve the annual set sales quota and revenue goals.
- Overall responsible to develop, maintain and grow new portfolios and profitable accounts for the company in the specific region that are aligned to company's overall strategy.
- Continuously promote team sales activities, developing and concentrating on new key accounts.
- Demonstrate high level negotiation skills to achieve competitive offerings & solutions for clients.
- Customer Relationship Management & Solutions.
- Understand customer directions, their product roadmap and business goals and translate their needs into high level requirements (technical and business) that we can address with our products and solutions.
- To provide consultation on latest technology and identifies short term or long-term solutions.
- To response to customer enquiries and attend to customer problems in the shortest time.
- To build up good relationship with customer to enhance customer retention.
- Be creative in handling customer enquiries and ultimately generate more sales revenue

Sales Team Performance and Management

- Achieve individual as well as division yearly sales target and revenue goals.
- Drive divisional growth to achieve target committed.
- Coach & motivate the sales team to develop the existing account and hunt for new potential accounts.
- Develop accurate forecast and preventive measurements to enhance productivity and efficiency of the sales team.
- Arrange timely periodic meetings to discuss sales performance and tackle sales, customer & operational issues.

JOB SPECIFICATION:

- Degree in Electrical & Electronics Engineering or equivalent is a must
- Min 10 years sales & support experience in Manufacturing (MNC) / semi-con industry.
- Min 2 years of sales management experience.
- Having good leadership skills and the ability to lead and drive the sales team.
- Those with Test & Measurement industry experiences would have added advantages. However, those not from the Test & Measurement industries but with electronics manufacturing industries customer based are encouraged to apply.
- Possess own transport willing and able to travel frequently.
- Good command of spoken and written English.
- Good at report writing, presentation skills and follow-up skills.
- Good interpersonal & communication skills.
- Highly motivated and success driven.
- Effective team building and personal management skills.
- Analytical / problem solver – able to understand overall strategic issues as well as sales objectives and able to relate data/ information logically and consistently to the strategies and objectives.