

Job Description (JD)  
Sales Manager  
(PG)

**Key functions:**

- Accountable for the profitable achievement of sales objectives associated with the assigned territories/ accounts/ industries/ portfolio and sales team managed.
- To achieve and exceed sales target & KPI set by company.
- Alignment with GM on the Business Strategy, Action Plans and Goals.
- Supervising and supporting the sales team on daily sales operations to achieve the target business growth and plan.
- Develop Business unit sales strategy and set growth goals for individual sales engineers.
- To ensure consistent and efficient management of operations to maximize sales and/or reduce operating expenses and ensure consistent excellent customer service.
- Maximize potential of subordinates through coaching, development, and effective performance management methods.
- To carry out any other assignments from time to time.
- Ability to manage the principal's expectations and have alignment within internal and principal to achieve business goals.
- To work closely with the marketing team and suggest strategies to expand market and business reach.
- To develop customer senior executive managers (Managers and above) relationships and strategic business collaboration.
- To present business or marketing opportunities to company executives (internal and external) and management.

**Job Specifications:**

- Bachelor's Degree in Business or Engineering, an advantage to having a Degree in Electrical/Electronic Engineering or equivalent.
- Working experience in Test & Measurement equipment sales will be an added advantage.
- Market/Industry experience in Commercial/MNC/Semiconductor is preferred.
- Possess at least five years and above of sales experience.
- Good product/solution knowledge required for the business.
- Strong learning abilities to continuously develop products/solutions knowledge and business positioning.
- Exposure to Profit and Loss, Budget Forecasting, etc., would be an added advantage.
- Strong communication, presentation and negotiation skills.
- Excellent oral and written communication in English.
- Building and maintaining a good relationship with the customer to achieve customer satisfaction and retention.
- Strong abilities to facilitate and work with various stakeholders, including various departments, internal or external, to ensure employees fulfil their functions and company expectation.