



## PR/159188 | Head of Sales Manager (Power Tools)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1545429

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is a leading global provider of high-quality power tools equipment. They are currently looking a motivated and experienced **Sales Manager** to manage and expanding the sales network of dealer and users within assigned territories.

**Location to work:** Subang Jaya, Selangor

**Job Responsibilities: -**

- To organize and manage sales team.
- To meet daily, monthly and yearly sales target.
- To create end users' demand.
- Establishes sales objectives by forecasting and developing annual sales quotas for each territory.
- Establishes and adjusts selling price by monitoring costs, competitors pricing etc.
- Implement sales programs by developing field sales action plans.
- To implement sales campaign / promotion in line with the Company's objectives.
- To ensure all monetary collection from the customers.
- To carry out marketing functions in accordance with the Company's products.
- To visit customers to create good rapport with the Company.

- To gather and compile all competitors' pricing and sales activities.
- To assist in all aspects on the Company overall sales functions.
- To perform any ad hoc assignments as assigned by immediate superior.

**Job Requirements:**

- Candidate must possess at least Bachelor degree in any related fields
- Minimum five (5) years of experience in sales management and preferably with knowledge in industrial products.
- Possess a strategic mind set with high level of integrity, ethics and results driven.
- Excellent analytical, problem solving, interpersonal and communication skills.
- Excellent participatory management skills, effective team-builder with high accountability for his/her actions.
- Required skills: Microsoft Words & Excel.
- Required language: English, Chinese, and Bahasa Malaysia.

**#LI-JACMY**

**#countrymalaysia**

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Company Description