



PR/090035 | - Sales Manager

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 コリア

求人ID

1583938

業種

小売

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2026年03月24日 12:34

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

無し

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

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Responsibility for accomplishment of sales-/ revenues and profit targets in the assigned region. Secure and develop/increase sales via Distribution, Retail,E-Commerce & Project channels in South Korea based on the strategies developed for the region in terms of brand building, assortment, pricing, presence, marketing.

1. Business Development and Sales - Plan and oversee the execution of South Korea's sales efforts, contributing to organizational revenue and growth targets.
 - Provide inputs to the line manager to support the development of strategic initiatives to achieve the business targets from the assigned country.
 - Understand and effectively communicate Villeroy & Boch's value proposition to its dealers, influencers, and end customers
 - Maintain awareness of market trends including customer preferences, competitive action, new product introductions, etc. in the assigned country.
 - Support the formulation of annual business plans for the country by providing related input.
 - Cascade the sales forecast and budget for the country by weekly.
2. Efficient and Effective Dealer Operations – Monitor, guide and support distributor/dealers to help them achieve their targets.

- In weekly visits to the dealer showrooms, inspect adherence to display and design standards; display of new products; branding requirements etc.
- Quarterly stock audits with the Distributor/Dealers & take necessary actions to maintain a minimum amount of stock and liquidate discontinued or slow-moving SKUs.
- Conduct trainings for the showroom staff to ensure that they are adequately informed about new and existing V&B's products and their features.
- Escalate any issue or risk that the distributor/dealer may be facing and work with the line manager to develop strategies to mitigate the same.
- Report and review achievement of targets and budgets on a monthly / weekly basis.

3. Project Channel Development - Tracking & Lifecycle Management

- Generate new leads and interact directly with end customers to help build up sales.
- Develop and maintain strong relationships with Developers, Architects, Interior Designers, QS Consultants, Contractors
- Monitor project progress across all phases—from specification to tender to final delivery.
- Ensure the original specification is upheld through transitions in project stakeholders.
- Update and manage the CRM pipeline with accurate data and status updates.

4. Market Research & Insights:

- Stay informed about market trends and competitor offerings to identify opportunities.
- Provide feedback to management on business partners' preferences and emerging demands.
- Participating in industry events and networking opportunities to expand market reach.

5. Order Generation and Processing – Accountable for quotation submission and order fulfilment to achieve the sales & revenue targets for Korea.

- Understand customer requirements and work on submitting both technical and commercial aspects of the quotations on time.
- Support the negotiations with major customers and with customers, dealers, and internal finance teams in order to ensure final conversions.
- Accompany influencers or end customers in sample checks at dealer showrooms.
- Once the order has been approved, receive PO from the dealer and provide forecast to the SCM team.
- Receive PI if stock is available, else coordinate with SCM to arrange for those materials.
- Track the shipments with SCM and distribution warehouses and escalate any issues related to order delays.

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会社説明