

PR/090164 | Head of Sales (Executive)

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
1618519

業種
福祉・介護

雇用形態
正社員

勤務地
韓国

給与
経験考慮の上、応相談

更新日
2026年11月03日 09:00

応募必要条件

職務経験
10年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

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

Sales Director / Head of Sales (Executive Level)

Responsibilities

- Formulating and executing sales strategies for global cosmetics brands.
- Discovering new overseas clients and expanding business opportunities.
- Managing and strengthening relationships with existing global key accounts.
- Establishing and managing goals for revenue, profitability, and new business development.
- Overseeing sales organization operations and performance management.
- Leading the sales team and fostering talent development.
- Collaborating with Marketing, R&D, Production, and Operations departments to address client needs.

- Participating in overseas exhibitions and expanding the global network.
- Managing sales forecasting and the sales pipeline.

Requirements

- **Minimum 15 years of sales experience in the cosmetics OEM/ODM** or cosmetics manufacturing industry.
- Proven experience in overseas sales and handling global clients.
- Fluent Korean and Proficiency in business English.
- Experience in organizational management and team leadership.
- Experience in new client acquisition and business development.
- No disqualifying factors for domestic or international travel.

Preferred Qualifications

- Experience in sales targeting global cosmetics brands.
- An established network within the OEM/ODM industry.
- Sales experience in global markets such as North America, Europe, and Japan.
- Understanding of export/customs clearance procedures and country-specific cosmetics regulations.
- Prior experience as a Sales Executive or Head of Sales in the cosmetics industry.
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Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明