

AVP, International Sales & Marketing

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Company: Talentvis

Location: Thailand

Category: other-general

Qualification:

Bachelor's or higher degree in Marketing or Business Administration, Mass Communication, Real estate or any related field.

Minimum of 5-10 years' experience in sales and marketing from real estate, sales agent

Good command of English, Chinese (Mandarin) and Cantonese.

Positively proactive, innovative differentiate, passionate to success, collaboration, and sense of ownership.

Job description

Analyzing opportunities for growth of international Sales

Planning and setting sales strategy in overseas markets and manage the team to achieve the company's objectives.

Managing strategic sales and marketing directions for project management under

supervision to ensure the most effective strategies are being applied.

Implementing and executing all sales and marketing activities related to projects along with providing suggestions for adjustment and improvement if necessary.

Supervising performance of all sales and marketing teams in projects, aiming to deliver a high-quality output through excellent project(s) performance.

Establishing both monthly and annually sales objectives in alignment with the company's business plan.

Seeking out and targeting new customers and new sales opportunities.

Developing and maintaining business relations with all customers of the company.

Analyzing sales statistics to determine business growth potential.

Forecasting possible sales strategies of competitors along with an overall possibility of real estate trends in the next fiscal year

Altering sales and marketing strategies suitably for the current market situation

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