

Sales Manager

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Company: Talentvis

Location: Thailand

Category: other-general

• Job Requirements:

- o 5 years or above of work experience in sales or business development in consumer electronics
- o Having strategy of marketing and channel management knowledge; understand the industry market conditions; familiar with product marketing channel development and construction business;
- o Excellent English listening, speaking, reading and writing skills
- o Excellent skills of presentation;
- o Having experience of running sales team;
- o Flexible to undertake business travel.

• Qualifications:

- o Bachelor or above degree of marketing, communications, business or related field;
- o Good English or Chinese in reading, writing and speaking;
- o Excellent interpersonal, written oral communication and presentation skills;
- o Self-starter with ability to work remotely with little supervision;
- o Customer-oriented.

• Distributor sell-in Management

- o Set sales target and rebate for distributors, and follow up and push DT to achieve the target weekly and monthly;
- o Follow up the sell-out situation of the DT customers, update weekly and find the problem and give out promotion or incentive suggestions;

- Channel relationship development and management
 - o The channels to provide sales and technical support resources, products, etc.;
 - o Timely communication with customers, feedback market information, and put forward opinions and suggestions;
 - o The joint operations with channels for customers, to promote product sales;
 - o Always keep a variety of ways of communication with customers and maintain the regional important customers.
- New Product training and pushing to both inside sales BD team and outside customers
 - o New products training to customers including competitor products comparison;
 - o push new products to DT, big master dealers and chain store customers
 - o training Dahua BD team, push them to introduce products to their master dealers;
- Competitor information follow up
 - o Collect competitor company and product information, sales policy , price and after sale policy;
 - o Collect competitor DT, MD, chain store customer changing information update;
 - o Brand promotion and marketing activity communicate with DT and MD customers
 - o Planning and brand promotion activities, improve the company's brand influence.
 - o According to the marketing plan and implement sales and marketing plan;
 - o Actively looking for new channel cooperation targets, and carries on the qualification and analysis;
 - o Develop channels to communicate with customers, making cooperation plan.

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