

Sales Manager, Thailand

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Company: Hatch Asia

Location: Thailand

Category: other-general

The Challenges

Go-To Market Strategy :Develop and implement comprehensive go-to market strategies that align with the organizations business objectives. Collaborate with cross-functional teams to ensure the successful execution of marketing and sales initiatives and ensure they're aligned to the sales strategy based on the data, trends and activities that are relevant to the local market.

Revenue Growth : Set realistic sales targets and develop actionable plans to achieve and exceed them, foster strong relationships across the sales channels, that are focused on value selling and leveraging data to ensure sales effectiveness.

Business Development : Identify and pursue new business opportunities, partnerships and market segments to expand the Group's presence in the local market and ensure to establish key relationships with the right stakeholders to help gain the right access into the market.

Omni-Channel Strategy: Implement an omni-channel strategy and sales approach to leverage both traditional and digital channels to maximize market reach, work in tandem with marketing teams to develop, execute and align on relevant digital marketing campaigns that enhance brand visibility and customer engagement.

What It Takes

Proven track record in sales management, preferably in building materials, construction or facilities management.

Strong ability to develop and execute on go-to market strategies that result in revenue growth.

Proven experience in identifying and capitalizing on business development opportunities, with strong ability to network and engage in value selling.

ability to think strategically and translate strategies into actionable plans that drive both business and commercial success.

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