

VP, Sales & Marketing

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Company: Talentvis

Location: Thailand

Category: other-general

Qualifications:

Bachelor's degree or higher in Business Administration or a related field.

At least 10-15 years of work experience in a sales and marketing management function with recent experience at team leader level.

Experience in the real estate business is an advantage or related business.

Possess strategic thinking ability and strong personality.

Good in communication, negotiation, and analytical skills

Positively proactive, Innovative differentiate, Passionate to success, Collaboration, and Sense of ownership.

Job Responsibilities

Manage strategic sales and marketing directions for project management under supervision to ensure the most effective strategies are being applied.

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

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

Establish both monthly and annual sales objectives in alignment with the company's business plan.

Seek out and target new customers, and new sales opportunities.

Develop and maintain business relations with all customers of the company.

Analyze sales statistics to determine business' growth potential.

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

Alter sales and marketing strategies suitably for the current market situation

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