

# Assistant Regional Sales Manager



## Company description:

M9 Public Co., Ltd.'s 21st Century Vision is "To be the best distributor for promoting customer living standards by offering high quality and modern products, together with great customer service, and the commitment to building the knowledge of all staff."

Previously, our company focus mainly on Mobile Phones and Consumer Electronics, importing, retailing and distribution spread out through the whole country.

M9 Public Co., Ltd. was established with the great purpose in 2012, started with the great partners who share the same passion in Electronics and Mobile industry, across the whole country.

## Job description

- ❖ Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing productivity, quality, and customer-service standards; resolving problems; identifying trends; determining regional sales system improvements; implementing change.
- ❖ Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
- ❖ Strategically forecasting annual, quarterly and monthly sales goals.
- ❖ Recommends product lines by identifying new opportunities, and/or product and service changes; surveying consumer needs and trends; tracking competitors.
- ❖ Initiate and innovate marketing strategies to increase sales and reduce costs.
- ❖ Effectively manage territory for profitable growth through trained, Dealer and Distribution Sales Channels focused on customer satisfaction.
- ❖ Select, train and maintain Dealer and Distributor Networks with guidance from National Sales Manager.
- ❖ Prepare and present an annual Regional Marketing Plan including; Regional shows, Dealer/Distributor open houses, voids in Dealer/Distributor coverage, and action plants to improve sales.
- ❖ Manage and supervise sales team to ensure they are on track in achieving sales goals.
- ❖ Mentor, develop, motivate and upgrade the overall capabilities of the sales organization.

- ❖ Provide market input to Product Management including but not limited to: competitive literature, advertising, strategies and tactics, new product developments, lost order reports and new applications.
- ❖ Conduct competitive research.
- ❖ Participate in trade shows as required.
- ❖ Prepare weekly/ monthly itineraries.
- ❖ Enter and update Company CRM with sales activities, calls, forecasts and ad-hoc projects as required.

## Desired Skills and Expertise

- ❖ Bachelor's degree in related field preferred
- ❖ 3+ years relevant sales experience
- ❖ 3+ years' experience in territory management including dealer management
- ❖ Prior knowledge and experience in forecasting sales and building a customer base
- ❖ Extensive travel to nationwide.
- ❖ Proficient in Microsoft Office Suite
- ❖ Excellent verbal and written communication skills
- ❖ Excellent interpersonal and organizational skills
- ❖ Ability to manage multiple accounts effectively
- ❖ Natural leader with proven management skills
- ❖ Persistent, unyielding, and results driven
- ❖ Proven experience in territory management including forecasting, dealer management
- ❖ Proven experience with dealer networks and manufacturer's representatives includes training, monitoring, motivating, supporting, and recruiting
- ❖ Must be customer focused and have experience with managing projects with client
- ❖ Working knowledge of Customer Relationship Management (CRM) and ERP software.
- ❖ Ability to travel 25% - 50% of the time

## Language skills

- ❖ Myanmar (Excellent/ Native speaker) and English (Pre-intermediate)

## Work location

- ❖ State/District: Yangon (Rangoon)

## Offered salary

- ❖ 500 - 700 Ks per month

## More information

- ❖ Job Category: Sales & Marketing Jobs
- ❖ Company Industry: Sales
- ❖ Employment Type: Other
- ❖ Full time: YES

