

National 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

- ❖ Develop and implement effective sales strategies
- ❖ Lead nationwide sales team members to consistently achieve sales targets, while maintaining selling expenses within approved budgets
- ❖ Develops, utilizes and maintains an action-orientated information system for effective control and direction of sales activities that include the proper execution of marketing and sales programs
- ❖ Establish and cultivate productive and professional working relationships with key personnel in assigned customer accounts
- ❖ Negotiate and close agreements with large customers
- ❖ Monitor and analyze performance metrics and suggest improvements
- ❖ Prepare monthly, quarterly and annual sales forecasts
- ❖ Perform research and identify new potential customers and new market opportunities
- ❖ Provide timely and effective solutions aligned with clients' needs
- ❖ Liaise with Marketing and Product Development departments to ensure brand consistency

- ❖ Maintains the appropriate and optimum sales organization structure that will work effectively with the sales force to deliver desired business results through proper documentation, regarding Job Descriptions, Performance Evaluation, Training and Development needs are identified and addressed.
- ❖ Negotiate and collaborate with all departments for smooth operation.
- ❖ Provides guidance to subordinates.
- ❖ Stay up-to-date with new product launches and ensure sales team members are on board

Desired Skills and Expertise

- ❖ Proven work experience as a National sales manager for (5) years and solid experience in sales management for (10) years, covering modern trade, local key accounts, distributors, training new hired sales team member.
- ❖ Professional experience in Electronics field is an advantage.
- ❖ Experience managing a high-performance sales team
- ❖ Knowledge of ERP software and in-depth knowledge of using Microsoft Office Suite
- ❖ An ability to understand and analyze sales performance metrics and sound knowledge of Financial and Accounting Metrics
- ❖ Solid customer service attitude with excellent negotiation skills
- ❖ Strong communication and team management skills
- ❖ Analytical skills with a problem-solving attitude
- ❖ Availability to travel as needed
- ❖ Degree in Sales, Business Administration or relevant field.

Language skills

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

We offer

- ❖ Bonus for target achievement

Work location

- ❖ State/District: Yangon (Rangoon)

Offered salary

- ❖ 1 - 1 Ks per month

More information

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