

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

MAIN RESPONSIBILITIES

To perform designated area's sales, market share, and distribution

ROLE AND RESPONSIBILITIES

- ❖ Setting Sales Strategy and Tactics plan for sales team in order to achieve daily, weekly, monthly sales target.
- ❖ Checking Sales Target and Actual Sales of Sales team (Daily Sales Performance Report) daily and provide necessary direction and training to area sales manager.
Daily supervision of if Sales team members adhere Sales process, starting from Sales order to SOP and ERP process.
- ❖ Decide on Customer complain, Service complain, Damage complain and report to immediate supervisors for approval if needed.
- ❖ Checking incentive schemes and benefits for dealers.
- ❖ Daily meet-up with team members for Market information report, competitor activities, pricing, coverage, potential, product availability, promotion, penetrations & threats, if needed, report to NSM at once.
- ❖ Daily Market Visit

- ❖ Checking and follow-up for Credit Limit and Overdue, as well as PSI report.
- ❖ Participate in communication with warehouse and delivery issues and make sure all the orders are delivered on time.
- ❖ Always be updated Market trends.
- ❖ Giving Training to sales team.
- ❖ Building very good and strong relationship both in Internal/ External.
- ❖ Keeping and maintain Rules and regulations in compliance.
- ❖ Do ad-hoc projects as necessary.

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

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

Work location

- ❖ State/District: Yangon (Rangoon)

More information

- ❖ Job Category: Sales & Business Development jobs
- ❖ Company Industry: Trading
- ❖ Employment Type: Other
- ❖ Full time: YES