

POSITION	AREA SALES MANAGER	DEPARTMENT	SMB
JOB GRADE	C	COUNTRY	MALAYSIA
LOCATION	MALAYSIA	RESPONSIBLE TO	(MY) NATIONAL SALES DIRECTOR
EMPLOYMENT	FULL TIME	RESPONSIBLE FOR	TERRITORY MANAGER, SALES EXECUTIVE, FIELD SALES EXECUTIVE

MAIN RESPONSIBILITIES:

You will manage and lead a team of Sales Executives covering the area assigned, who will be responsible for targeting and managing customers across all business sectors

KEY ACCOUNTABILITIES:

1. You will be responsible for the overall team performance and delivery of the sales target, which will be achieved by effective coaching, motivating and performance managing direct reports
2. You will have a track record of managing and developing people, ideally within a Business Development environment.
3. As the ASM, you will be responsible for leading and driving a team of Sales Executives forwards to win new business-to-business opportunities, and retain existing accounts across the territories assigned.
4. Conducting weekly team meeting
5. Participating in organization monthly team meeting
6. Coach and mentor team performance
7. In charge of recruiting of the team member

SKILLS & QUALIFICATION:

- Credible experience and a successful track record of meeting targets through the effective management of a team.
- Excellent people management ability, understands the principles of coaching and development.
- Ability to work in a fast paced environment where high levels of resilience are required.
- Demonstrable experience of managing change.
- Excellent communication, leadership and interpersonal skills.
- Previous experience of working within a target driven and/or performance related Business Development environment.
- First class organization and time management skills.
- Possess at least a Diploma, Advanced/Higher/Graduate Diploma, any field
- A minimum of 3 years sales, training, negotiation experience
- At least 2 year of managing/mentoring experience preferred



PASSION



RESPECT



EXCELLENCE



AGILITY