

Senior Sales Manager [South Asia] (Global MNC, White Goods)

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Company: Adecco

Location: India

Category: other-general

The Opportunity:

Global MNC

Regional Coverage [South Asia]

Team Leadership

Based in India

Adecco is collaborating with a global leader in the manufacturing and distribution of high-quality home appliances, consumer electronics and information technology. They are hiring for a Senior Regional Sales Manager for their market and team expansion in South Asia.

You will be responsible for developing and executing sales strategies to spearheading market expansion in the South Asia region for hitting overall business objectives.

You will also lead and develop a team of sales professionals in the region, collaborating with cross-functional teams across APAC and Global region to further strengthen the organization's market leadership.

The Job:

Driving business and market expansion across Southeast Asia countries with strong business

acumens and commercial tactics.

Building strong relationships with clients and partners across different regional market segmentation in the South Asia region.

Liaise with key APAC & Global stakeholders.

Lead a Regional Sales Representative Team

The Talent:

Degree in Business/Electronics Engineering/Mechanical Engineering and Relevant

Proven track record in Sales/Commercial Expansion/Business Scaling in South Asia region

Experience in Home Appliances and/or Consumer Electronics industry [Main Brand/OEM].

Strong capability in strategy thinking and planning to drive business scaling.

Cross-Country people influence and stakeholder management skills.

Strong market insight and expertise in dealing with South Asia markets.

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