

Sales Manager (HVAC)

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Company: Manpower

Location: Vietnam

Category: other-general

I. RESPONSIBILITIES:

Annual Sales Target Achievement

Make the annual sales plan by dealer by SKU

Negotiate with dealers and realize the annual/monthly sales plan

Support PM team to make the sales policy for dealers

Daily communication with line manager and PM for sales progress

Channel Management

Maintain strong cooperation relationship with dealers

Align with PM for product display target and realize the target

Set up annual target of new dealer expansion and realize the target

Set up channel output target and realize the target

Organize dealer activities like dealer convention, dealer trip

Retailing Management

Maintain the existing endcap and negotiate with dealer for new endcap construction

Follow Product training among the team

Organize consumer activities

Support store retailing

Team Management

Empower and train subordinates

Allocate job clearly among the team

Build key sales capabilities among the team

Create career roadmap for team

Communication with stakeholders

Align with department head for the sales strategy and execution

Align with PM for product strategy and sales policy

Align with marketing team for strategy and marketing execution

II. REQUIREMENTS:

Technical skills & experience : Minimum of 5 years of experience in an operation manager role in Fortune 500 companies or Viet Nam top 100 companies, Strong AC sales & marketing background in VN.

Degree and Language: Bachelor Degree or above in HVAC(Heating, Ventilation, Air Conditioning) Engineering or Sales & Marketing, Business Administration

Personal Traits

High sense of responsibility and ownership, Hard-working and self-motivated.

Strong Leadership and team spirit; Data analysis capability and foresight for the market.

Strong Problem-Solving Skills; Ability to make the plan and release the plan independently.

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