



Senior Manager, EMS Sales

Job description

Define and implement a strategic sales and business development approach.

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- Annual budget achievement: To meet annual target setting and maximize biz development agreed with management and manage various programs, driving new design wins and align with account strategy and objectives.
- Business knowledge in distribution management, customer management, solution selling, negotiation with customers, planning and execution.
- Relationship management: Work with distributors to understand customers profile, provide IFX with all relevant information and communicate with internal counter partners (APM, PM, APC, CLM). And, direct contact with key customers to provide IFX's value proposition for resolving customer's request.
- Customer facing to distributions for process streamline, Customer Relationship Management implementation and analytic

Profile

- Approximately 10+ years in professional experience preferably in a related industry
- Able to identify problems from trends/data
- Good knowledge and experience in understanding business environment, governmental influence and legislations affecting industry and customers
- A proven senior manager capable of interpret sales strategy, at the same time hands-on in implementation plans and tracking sales results
- Possess the ability/soft skills to lead with matrix resources

Why Us

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At a glance

Location:

Job ID: **355818**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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