

해외 영업 부문 채용 직무 기술서

1. Job introduction

Externally, the Overseas Sales Manager is a skilled professional who effectively guides distributors through their exceptional negotiation and communication skills, while autonomously managing accounts within a designated territory to achieve sales targets. Internally, effectively interacts with team members regarding Shipping, Regulatory Affairs, Business development, Marketing and other related functions for customer satisfaction.

2. Job description

Task		Description
Sales and Business Planning	Sales Target Management	<ul style="list-style-type: none">Set, monitor, and achieve yearly sales targets
	Distributor Engagement and Business Plan Management	<ul style="list-style-type: none">Develop, execute, and review business plans or contracts engaging distributors
	Resource Optimization through Metrics Analysis and Evaluation	<ul style="list-style-type: none">Analyze and evaluate metrics and reports to ensure the placement and utilization of resources for maximum business results
Operations and Inventory Management	Timely Order Management and Proactive Monitoring	<ul style="list-style-type: none">Create and confirm customer orders in a timely manner, actively monitor atypical orders, and proactively check the related field information
	Product Rolling Forecast Monitoring for Inventory Management	<ul style="list-style-type: none">Monitor and update product rolling forecasts to ensure inventory management
	Efficient Cross-Team Collaboration for Enhanced Customer Satisfaction	<ul style="list-style-type: none">Collaborate effectively with other teams to promptly address any issues that might impact customer satisfaction, employing established procedures to efficiently resolve routine problems that could potentially affect their experience
	Effective Management of Outstanding Customer Payments	<ul style="list-style-type: none">Effectively manage and address outstanding payments from customers
Product Management and Customer Relations	New Product Launch Leadership	<ul style="list-style-type: none">Lead the launch of new products
	Promoting CAVAC Products	<ul style="list-style-type: none">Promote and detail CAVAC products to all customers

3. Required competency

Required competency	Description
Knowledge	<ul style="list-style-type: none"> · Effectively Communicating and Ensuring · Customer Understanding of CAVAC Products · Animal Health or related business and industry knowledge is a plus
Skill	<ul style="list-style-type: none"> · Experience in negotiation and relationship management Effective Leadership qualities, should lead several distributors · Excellent ability to interact with diverse staff · The capability to effectively manage schedules with timeliness. · Proven strategic skills combined with ability to implement
Attitude	<ul style="list-style-type: none"> · Passion for the agricultural and companion animal business · Strong work ethic and ability to work and make decisions independently · Should be ready for travelling in assigned countries