



## **Position of Sales/Key Account Manager in Thailand & South East Asia**

**Company:** Jacob Jensen Design (JJD), [www.jacobjensendesign.com](http://www.jacobjensendesign.com)

**Start:** Immediate

**Location:** Based in Bangkok, Thailand

**Application deadline:** May 22<sup>nd</sup> 2015, send application to [lenibs@um.dk](mailto:lenibs@um.dk)

Jacob Jensen is looking for a Key/Sales Account Manager to broaden the existing sales in Thailand and eventually expand sales throughout South East Asia. The Key/Sales Manager is to develop business and sales strategies and build a strong client base in the region.

### **Tasks and responsibilities:**

- Develop excellent business relations with relevant Thai & South East Asian retailers and distributors in order to increase the market position and profit of JJD
- Build a strong customer base in order to meet and exceed quarterly sales targets. Customers include Department Stores, Watch Shops, Consumer Electronics, Life Style Channels operating in stores and online.
- Professionally Manage Key Accounts on a daily basis as well as attracting new customers
- Uncovering new opportunities and unique ways to grow the JJD's business
- Forecasting and thorough planning of sales, sales margins, channel conditions and sales support activities for the channel(s) with high accuracy
- Ensure a solid return on investment and long-term brand building management
- Provide feedback on market related issues to support product planning, pricing and budgeting for the Thai market

### **Key responsibilities include:**

- Defining the Sales, Retail and Distribution Strategies in collaboration with the International CSO
- Implementing the Sales Strategy by working together with JJD's current partner on kick starting and developing the Retail Business
- Defining and implementing the Trade Marketing activities in collaboration with the Marketing Manager/Agency
- Partner with local distributors on product strategy, sales plans and on opportunities in order to improve and grow the business
- Managing performance analysis and forecasting

### **Requirements**

- A Bachelor's Degree in Business, Economics, IT or similar. An advanced degree is a plus but not a requirement



- Minimum 3-5 years of relevant experience and a proven track record within the Consumer Electronics industry/Lifestyle products
- Strong relations in the region and sales experience within the retail and e-commerce channels
- Excellent business management, Relationship Management, and negotiation skills
- Superior organizational, logistical, and time management skills
- Demonstrated ability to work effectively and collaborate with all business partners including Senior Level Executives and industry partners
- The key/sales account manager is expected to be result driven, action-oriented, and hold an entrepreneurial spirit. Strong interpersonal, networking and communication skills are also important.
- High level of proficiency in all Microsoft Office products (Word, Excel, PowerPoint) and Mac OS
- Strong Thai and English language proficiency (Business Level)
- Be willing to travel in Thailand and South East Asia.

### **Salary**

Jacob Jensen offers a competitive salary package based on qualifications. Please state your salary expectation in the application.

### **Information about Jacob Jensen**

JACOB JENSEN is an experience of value portrayed through a range of lifestyle products containing pure lines, simple forms and contrasts of light and dark.

A unique, pure and classic form language developed by Jacob Jensen and refined by his son, Timothy Jacob Jensen. Two generations of Danish designers who, for over fifty years, have contributed to the aesthetics of daily life and pleasure by designing products for everyday use, filled with ideas, radical purity and quiet beauty.

In close cooperation with a network of partners, JACOB JENSEN produces and markets a wide range of lifestyle products under the trademark JACOB JENSEN.

In recognition of JACOB JENSEN impact, Hugo Macdonald – from the lifestyle magazine Wallpaper – wrote in October 2007:

“If ever there were a scenario whereby we were only allowed to live with the portfolio of one designer in our home, Jacob Jensen would be our choice, hands down.”

For more see [www.jacobjensen.com](http://www.jacobjensen.com)