





International Sales Manager (CCTV Surveillance)


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 Skills: Closed-Circuit Television (CCTV), International Sales, +3 more

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Thulashini Saras2nd

HR Officer (Regional Recruitment)

Job poster · LinkedIn member since 2019

Message

About the job

Job Summary:

We are seeking an experienced International Sales Manager to lead our global sales efforts for vision technology products, specifically focusing on surveillance security camera products. The ideal candidate should possess 3-5 years of working experience in international sales and will be responsible for developing and executing sales strategies to drive revenue growth and expand market presence across multiple regions.

Job Description:

- Develop and implement sales strategies for surveillance security camera products on an international scale.
- Identify, onboard, and manage channel partners (distributors, integrators, resellers) globally, fostering strong relationships to enhance surveillance security camera products visibility and reach.
- Conduct market research and analysis to identify key regions, market trends, and customer segments.
- In charge of updating the company's partners with the latest information (eg, latest products, marketing programs etc.)
- Build and nurture relationships with distributors, clients, and strategic partners globally.
- Manage and oversee sales teams across different regions, setting targets and monitoring performance.

- Collaborate with marketing teams to position products effectively and drive marketing campaigns.
- Collaborate with the customer support team to establish and maintain post-sales service standards, ensuring customer satisfaction and long-term relationships with clients worldwide.
- Lead negotiations, secure contracts, and ensure compliance with regulatory requirements.
- Ensure adherence to international trade regulations, export/import laws, and compliance standards in every market, minimizing risks associated with global sales operations.
- Provide regular sales reports, analyse data, and make informed decisions to optimize strategies.
- Travel to different regions for meetings, conferences, trade shows, and industry events to network and promote products.

Job Requirements:

- Diploma/ Degree in Business, Marketing, Electrical Engineering or related discipline
- 3- 5 years of international sales working experience with an established network within the industry.
- Good communications and interpersonal skills
- Proven track record of successful international sales management, preferably in vision technology or surveillance security camera products.
- Strong understanding of surveillance security camera technology and market dynamics.
- Excellent leadership, negotiation, and communication skills.
- Ability to adapt to diverse markets and work in a fast-paced, global environment.
- Proficiency in CRM, sales planning, and reporting tools.

This role offers an exciting opportunity to lead and drive sales initiatives for cutting-edge vision technology products in the global market. If you are a driven and outgoing individual, looking to further your career in global sales, send us your CV and we will get in touch should your profile be suitable.

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About the company



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