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Thulashini Saras 2nd **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.

International Sales Manager (CCTV Surveillance) | Aztech Technologies | LinkedIn

- Collaborate with marketing teams to position products effectively and drive marketing campaigns.
- Collaborate with the customer support team to establish and maintain postsales 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 cuttingedge 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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2 skills match your profile. Stand out by adding other skills you

Skills added by the job poster

- 2 skills on your profile Closed-Circuit Television (CCTV) and International Sales
- 3 skills missing on your profile
 Global Channel Sales Development, IP CCTV, and IP Cameras
 - Add skills you have to your profile to stand out to the employer. Add skills

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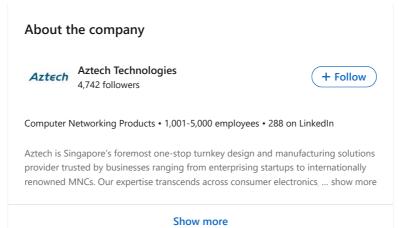
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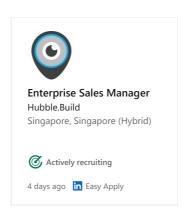


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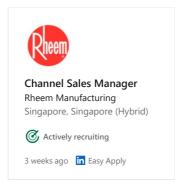
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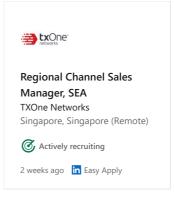
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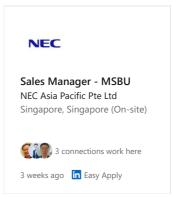






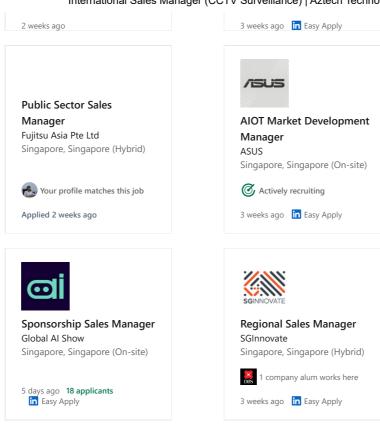




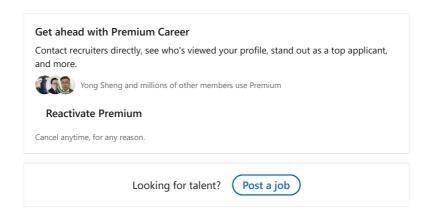








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