

# General Sales Manager

Supreme Components International (SCI) is a world-wide distributor of high-tech Electronic Components and LEDs. Our mission is to elevate our 1400+ partners' sales and product performance by connecting our reputable franchised network of 40+ high-tech electronic component and LED suppliers to proactively design and provide cutting-edge, cost-effective, value added services and solutions.

SCI has demonstrated exemplary financial and governance track records, receiving the "award of the awards" from the Government of Singapore including the e50 awards – four years in a row – and the Singapore 1000 awards, now five times in a row.

We are notably ranked as one of the **fastest growing cash-rich firms in Singapore**.

## IMPORTANT PRE-REQUISITES:

- **Must be able to work the standard 45 hour work week per MOM guidelines, excluding Saturdays.**
- **The salary expectation is SGD \$6000/month.**
- **This office is located in Eunos (East Coast) so commuting should be accounted for.**
- **Very strong written and verbal English communication and analytical skills.**

## Role Overview

The **General Sales Manager (GSM)** will report directly to the Senior Management and is primarily responsible for exceeding the firm's bottom line by directly managing the team's sales targets. The GSM will create bullet proof sales and marketing strategies ensuring each go-to market is successfully spear headed. The GSM will also be responsible for the hiring and retaining of Sales Executives/Managers within his/her sphere of influence. Additionally, keeping an eye on the market landscape, the GSM will partner with SCI's principals to negotiate costing strategies and position the best products in each market segments.

This role requires the direction from a highly experienced, strategic Electronic Components and LED executive who can tightly spearhead the firm's corporate sales performance in accordance with the CEO's mission and vision.

## Key Responsibilities

- Ensure the team exceeds the sales performance targets set by the CEO.
- Create short- and mid-term sales performance roadmaps and report the team's sales performance to the CEO.
- Establish and maintain key relationships with high-potential accounts.
- Partner with the team to create a regional sales go-to market sales strategies.
- Assist the team negotiate and close deals efficiently and with the biggest profit margins.
- Partner with Account Managers to handle high-potential troubled accounts, tipping them over to closure.
- Attend Electronic Components and LED Lighting fairs, trade shows, and events.
- Hire and retain a high performing sales staff to ensure long term sustainable growth.
- Coach sales staff members on critical product and commercial skills to enable them to continually improve.
- Elicit new Tier 1 and emerging and component suppliers to improve SCI's brand value and suite of products to sell from.
- Ensure supplier targets are met and course correct with senior management when needed.
- Spearhead cost setting strategies with suppliers and the Logistics division to ensure maximal profit for the firm.

## Qualifications

- Holds an MBA with at least six years of experience with a reputable Electronics or LED manufacturer or distributor.
- At least four years of experience designing solutions with major semiconductor suppliers' products and technologies.
- Excellent command of the written and verbal English language.
- Fluent written and verbal communicator in either Thai, Korean, Japanese, Mandarin, Hindi, and/or Bahasa.
- Ability to work independently on strategic issues with client; capable of managing fairly complex projects.

## Compensation and Benefits Package

- Competitive base salary plus uncapped monthly commission potential
- Annual bonus to reward and recognize performance.
- Full benefit package including medical, dental, and two-weeks paid time off (PTO)