

# South Korea Jobs Expertini®

## Country Leader Korea - Intralogistics Global Leader

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Company: NJCS Limited

Location: Seoul

Category: other-general

**Position Title**Country Leader (sales)

**Location**Seoul, Korea

**Reports To:** Asia CEO

**Platform or Function:** Intralogistics Smart Automation Solution

The company is a global industrial engineering group specializing in innovative solutions for a wide range of industries, including manufacturing, energy, aerospace, and automotive sectors. With a history spanning over several decades, the company is renowned for its expertise in process technologies, automation, and digital solutions. Their commitment to innovation and sustainability makes them a preferred partner for businesses seeking advanced industrial solutions to improve productivity, efficiency, and environmental performance.

### **Essential Responsibilities:**

- 1 . Develop and expand the customer portfolio for intralogistics products within the Korean territory.
- 2 . Identify and cultivate potential leads through various channels, facilitating the transition from leads to orders.
- 3 . Proficiently identify decision-makers, consultants, and users in the sales process, assessing their influence.
- 4 . Conduct project monitoring, assessing project viability and collaborating with the Head of Sales on project decisions.

- 5 . Collaborate with the Head of Sales on strategic planning for project acquisition, encompassing resource, cost, scheduling, and function planning.
- 6 . Quickly grasp both sales and technical product/project environments.

#### **Required Skills and Competencies Must Have:**

- 1 . Over 10 years of proven experience in new sales development activities
- 2 . Excellent communication skills in English/Korean
- 3 . Must have knowledge and selling experience with Intralogistics related processes
- 4 . Have experience selling to either; Airport, Warehouse, Retail, Ecommerce related industries

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