

[Seoul] Country Manager (Korea Market)

Apply for This Job

About This Job

Company: Aloha Consulting Group

Location: Seoul

Category: Other-General

ACG_2607_JOB

Our client is a leading technology company who is looking for a qualified candidate to join their firm.

- Develop and implement short, medium, and long-term business strategies and solutions within assigned functions.
- Formulate and execute a comprehensive market entry and expansion strategy for South Korea.
- Establish and maintain strategic partnerships to drive sales and business growth.
- Lead, mentor, and support a team of Sales Executives and Account Managers in Korea.
- Set and track weekly, monthly, and quarterly performance goals, ensuring clear reporting on progress and outcomes.
- Optimize the client lifecycle at Company, encompassing prospecting, pitching, closing deals, relationship management, and account expansion.
- Assist in client negotiations as needed to secure favorable agreements.
- Utilize professional networks to enhance Company's brand visibility, reputation, and client acquisition efforts.
- Take a proactive role in resolving client concerns and identifying growth opportunities within existing accounts.
- Serve as the official representative of the company in business activities within the South Korean market.
- Report directly to the Board of Directors.

Requirements

- Bachelor's degree, preferably in Business Administration or Marketing.
- Prior experience in the IT industry.
- At least 5 years of professional experience in a relevant role.
- Fluency in English is required.
- Strong proficiency in Korean communication.
- In-depth knowledge of the South Korean market and business culture.
- Extensive experience in commercial business leadership within a high-growth environment.
- Outstanding interpersonal and negotiation skills.

Benefits

- Have chances to stand in the Board of Directors at the Company and receive Employee Stock Ownership Plan.
- Have an opportunity to spin off a subsidiary company.
- Stand in the ranks of key members of the Company.

Contact: Thao Phan

Due to the immense number of applications, only shortlisted candidates will be contacted.

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