

Job Description

Job Title:	<input type="text" value="International Sales Executive / Manager"/>		
Reports to:	<input type="text" value="Operation Director"/>		
Team:	<input type="text" value="Sales & Marketing"/>	People Manager?	<input type="text" value="No"/>
Band / Level:	<input type="text" value="Executive or Manager"/>		
Location:	<input type="text" value="Malaysia / Remotely (Home Country)"/>		

Scope

Main purpose of the role:

The International Sales Manager will focus on global business development and revenue growth for the plastic bag manufacturing division, focusing on key international markets such as the United States, Europe, Australia, and other strategic regions. The role requires creating and executing effective sales strategies, building and nurturing relationships with international clients and distributors, and identifying new market opportunities. A deep understanding of plastic packaging products, international trade dynamics, and excellent cross-cultural communication and negotiation skills are essential.

Responsibilities

Specific Role Responsibilities:

As an International Sales Manager,

1. International Sales Strategy and Execution

- Develop and implement tailored sales strategies for different international markets, focusing on the US, Europe, Australia, and emerging economies.
- Align marketing efforts with regional market demands and compliance standards in each territory.

2. Client Acquisition and Relationship Management

- Identify, approach, and secure international clients, including wholesalers, retailers, and importers, for plastic packaging products such as T-shirts, shopping bags, and garbage bags.
- Establish long-term partnerships and act as the main point of contact for international accounts.

3. Export Market Analysis and Regulatory Compliance

- Conduct market research to understand international trends, pricing strategies, consumer preferences, and regional competitor positioning.
- Ensure compliance with international trade regulations, customs documentation, and export requirements.

4. Sales Operations and Reporting

- Monitor global sales performance, prepare regional sales forecasts, and recommend corrective actions where needed.
- Prepare and present performance reports to management, highlighting market potential and sales pipeline in each region.

5. Customer Service and After-Sales Support

- Provide high-level customer service across time zones, ensuring prompt support, clear communication, and quick resolution of client issues.
- Work closely with production and logistics teams to ensure smooth order fulfilment and delivery timelines to overseas clients.

Key Relationships:

- Finance Team
- Production Team
- Procurement Team
- Sales and Commercial Team
- Management
- Quality Control
- CR
- IT

Knowledge/ Skills/ Experience	
Essential	Desirable
<ul style="list-style-type: none"> • 5–7 years of successful experience in international B2B sales, preferably in the plastic packaging or manufacturing industry. • Strong track record of selling to clients in the US, Europe, Australia, and other global markets. • Familiarity with international export documentation, shipping practices, and INCOTERMS. • Excellent communication, interpersonal, and negotiation skills across different cultures. 	<ul style="list-style-type: none"> • Bachelor's degree in Business, Marketing, International Trade, or related fields. • Familiarity with plastic bag manufacturing processes and products. • Experience working with international distributors, agents, and third-party logistics providers.

	Name	Signed	Dated
Job Description Approved by HR			
Job Holder			
Line Manager			

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Not Refundable.