

# We're Hiring!

Become part of our success story, and help us to revolutionize the printing industry in Southeast Asia!

## Head of Sales

Gogoprint, *South-East Asia's #1 Online Printing Company*, is looking for dynamic, entrepreneurial, and driven individuals to join its international team!

### About the position

We are currently recruiting for a **Head of Sales** position at our headquarter in **Bangkok, Thailand**.

- **Develop** and execute **sales strategy** and direction
- **Take full P&L responsibilities** for sales teams
- **Manage** our (tele-) sales teams across Asia-Pacific, spanning markets such as Thailand, Singapore, Malaysia, Indonesia and Australia
- Look for ways to **create new revenue streams** at every possible opportunity.
- **Ensure** that the sales teams meet or exceed overall **targets and KPIs** such as: new customers acquired, existing customers reactivated, overall qualified opportunities generated, revenue and profit generated
- **Monitor** the team's **activity statistics and KPIs** on a regular basis, conduct regular meetings with the teams and with the management in order to **improve performance and efficiency**
- **Support** Gogoprint with the **expansion and improvement** of the company's position in **new markets** across Asia-Pacific
- Continuously work on **improving the sales approach and customer contact** in order to adjust to new circumstances and support the company
- **Ensure smooth processes** among sales teams and other departments
- Work closely with Gogoprint's management team to **analyse, discuss, improve and develop knowledge** about products, sales processes and other information of the company
- Improve and manage the CRM-system, and sales tools

### Your profile

- Bachelor / Master degree or equivalent
- Experience in a leadership role and managing a large headcounts in the field of sales or business development
- 5 - 10 years of professional experience in the printing industry and in a sales or business development related functions
- Excellent English language skills
- Excellent organization and project management skills
- Excellent time and people management skills
- Excellent critical and abstract thinking capabilities in conjunction with a well developed analytical skill set
- Innovative, driven and strong process mindset
- Relevant experiences in project management and process development
- High detail orientation while keeping track of the overall targets
- Ability to be agile and to manage multiple tasks simultaneously



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If you are interested in working with us, please let us know and we can schedule a call at your convenience.

### Contact details:

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