

Job Title: Regional Sales Manager, Asia Pacific

Location: Asia Pacific

Schedule: Hybrid

Reports To: Senior Sales Director, Business Development APAC

Company: Jamesway Incubator Company Inc.

Company Description

Jamesway Incubator Company Inc. (JIC) is a global provider of commercial Poultry Incubation Products and Services. Jamesway is a privately held company, headquartered in Cambridge, Ontario, Canada and operates subsidiaries in the United States, United Kingdom and China.

Jamesway is a leader in the poultry industry, committed to innovation and excellence. We specialize in developing state-of-the-art incubation products that meet the evolving needs of the poultry sector. Our team is driven by a passion for delivering high-quality, reliable, and innovative solutions that empower our customers.

Today, Jamesway is one of the top three brands worldwide in Poultry Incubation, has a customer base reaching into every corner of the world.

Position Description & Scope

The Regional Sales Manager, APAC- will be responsible primarily for Sales of all Jamesway products in the specific assigned countries.

This position reports directly to the Sales Director for that Region. The position is regarded as an intermediate sales position within Jamesway and involves direct management of new and existing customer sales relationships within the sales area and responsibility for activities related achieving the sales budget within this region.

The position will be expected to coordinate closely with the Service, Marketing, and Inside Sales departments at Jamesway to service existing customers, new customer requirements and promote Jamesway products within the sales region. As well, the position will be required to coordinate, where necessary, with other members of the global Jamesway Sales Organization and participate in internal Sales activities such as regional or global sales meetings.

Position Objectives

To ensure that Jamesway maintains its position as the pre-eminent supplier of Poultry Incubation products and services in APAC, the successful candidate will become the key Jamesway representative within the sales region for:

- Existing customers for any new requirements or ongoing product support and service requirements.
- New customers to service any potential requirements for Jamesway Products and Services.
- Channel or strategic partners as well as industry associations.

Position Duties & Responsibilities

Management:

- Manage all commercial and market aspects of customer, potential customer, channel/strategic partner, and industry relationships.
- Provide active funnel management & reporting using the corporate sales management system.
- Provide regular reporting of marketing activity & plans, sales funnel & projections against budget, key sales strategies (general and customer specific), potential and captured customer status and any other relevant reporting to the Area Sales Manager.
- Provide sales & marketing inputs to yearly budgeting process for the territory.

Sales:

- Develop comprehensive knowledge of Jamesway solutions, the value of these solutions to customers/prospective customer's business objectives and advantages of these solutions with respect to competitive offerings in the market.
- Organize and effectively communicate this knowledge to customers, potential customers, and strategic partners to promote brand recognition, loyalty and develop potential prospects for Jamesway Products and Services in the territory.
- Professionally manage leads of key prospective customers, in a timely manner, through a successful sales cycle by employing appropriate analysis of customer requirements, proposing, and promoting the best Jamesway solution and ensuring the customer fully understands the benefits of the proposed solution with respect to other competitive offerings.
- Travel to partners, existing or potential customer sites and/or accompany potential customers to the Cambridge HQ and manufacturing location or to other customer sites.

Markets & Competition:

- Continually gather and evaluate all relevant information about market developments, customer investments, market forecasts and share this information internally, with strategic or industry partners and with other customers where appropriate.

Marketing:

- In coordination with the marketing department, plan and implement marketing activities, such as trade shows, seminars and industry association events, in-line with the initiatives of the parent company, to promote Jamesway solutions and generate potential customer leads.

Customer Service:

- Coordinate with Service by communicating customer delivery requirements, installation readiness, installation start up and needed customer support.
- Provide sales support for spare parts requirements, ensuring customer needs are satisfied and customers have access to needed spare parts in a timely fashion.

Other Requirements

The position involves regional travel, requiring a valid passport at all times with no travel restrictions. Travel is expected to account for approximately 30-40% of the time.

At all times, the position demands that the individual demonstrates on an ongoing basis:

- 1) Sound judgement in all matters company and private.
- 2) A high level of professional conduct which will earn and maintain the respect of Jamesway employees, partners and customers.

Knowledge, Skills, and Abilities

Knowledge:

- Industry knowledge in the areas of poultry biology and the poultry supply chain (specifically hatcheries) is highly desirable.
- Training, either formal or self-taught, in strategic selling techniques and excellent understanding of the sales cycle and sales processes.
- Good understanding of marketing techniques appropriate to B2B marketing and lead generation.
- Strong commercial contract knowledge and experience with tenders.

Skills:

- Excellent customer/account management and negotiation skills.
- Highly developed interpersonal skills.

Abilities:

- High level of self-discipline, self-motivation and organization.
- Ability to self-manage to achieve yearly objectives.
- Capable of earning and keeping the trust of others.

Education & Certifications

- A university or college level degree in Commerce/Business or Electrical/Mechanical Engineering is preferred but not required.

Experience

- 3-5 years of regional sales experience (with activity preferred in the stated operational area preferred).
- Familiarity with selling industrial capital equipment as part of a larger customer project.
- Familiarity with typical sales cycles of 6-12 months and tender/contract negotiations with value of US\$500,000 to US\$5 million

Why Join Us

- Be part of a team that is dedicated to innovation and excellence in the poultry industry.
- Collaborate with a passionate and skilled team to bring groundbreaking products to market.
- Enjoy opportunities for professional growth and development.
- Competitive salary and benefits package.
- Hybrid work schedule

How to Apply

Interested candidates are invited to submit their resume and a cover letter detailing their qualifications and experience.

Jamesway is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.