



Sales Manager (Taiwan)

Our Team

Mighty Jaxx is the leading integrated future culture platform in Southeast Asia today. With a mission to supercharge future culture phygitaly, Mighty Jaxx's integrated platform will empower future pop culture brands with an end-to-end supply chain of digital and phygital collectibles, including artist development and incubation, proprietary IP operation and providing global consumers access to new D2C experiences.

Mighty Jaxx partners with the greatest creative talents in the world, as well as top global brands such as Netflix, Formula 1, Hasbro, Toei Animation, Cartoon Network, Nickelodeon, Warner Brothers, Adidas and many more to ship millions of phygital collectibles to over 90 countries worldwide.

We are proud to be an equal opportunity employer with a diverse, inclusive work environment and encourage our employees to bring their authentic, fun-loving, and high-energy selves to the workplace.

The Job

As our local Sales Manager in Taiwan, you will play a pivotal role in growing our business in this market. You will support our Singapore-based Sales Director by highlighting key distribution points for Mighty Jaxx products, coming up with and rolling out market-specific sales strategies, reaching out to potential sales channels to kick-start discussions, and following through until closure. The ideal candidate will be a dynamic individual who can thrive in a start-up environment, and work well with teams based overseas. This is an individual contributor role, with a wide range of focus: reaching out to various collectible distributors, working out agreements with distributors and retail companies, attending trade shows and related events, networking with other individuals and businesses in the designer toys / collectibles space within Taiwan.

Responsibilities

- Identify new leads and develop new business opportunities and B2B accounts within Taiwan
- Constantly assess business distribution channels, develop KPIs for and evaluate channel performance, and drive excellence through territory expansion plans
- Build and maintain strong relationships with key channel partners, and retailers by developing strong communication channels, resolving conflicts, identifying opportunities for collaboration, and keeping channel partners informed on new products
- Attend collectibles industry events and trade shows, to better understand the market and to identify new opportunities and sales channels



- Research and identify emerging industry trends and market shifts, to provide timely feedback to the company
- Provide regular reports to management on sales activity and progress

Requirements

- Prior experience in a Sales, Business Development or Account Management role, preferably for a consumer product company selling direct to large, national retailers
- Proven track record in meeting and exceeding set sales targets
- Strong networking skills, with the ability to initiate, build and maintain relationships with clients and overseas teams
- Fluency in both English and Mandarin to liaise with local distributors
- Knowledge of, and interest in pop-culture, collectibles, toy industry, or streetwear
- Ability to creatively problem-solve
- Results oriented, resilient and agile, in order to adapt to changing priorities
- Highly organised with effective time management skills
- Self-motivated and committed team player
- Willingness to travel within the Asia region as required

To apply, please send an updated copy of your resume to people@mightyjaxx.com
While we value all submissions, we regret that only shortlisted candidates will be contacted by our People team.