

Sales Manager Asia / South East Asia

Our client is an international medium sized company from Germany and is a leading manufacturer of plants and machinery for the concrete and building materials industry. The company operates globally. In order to ensure further growth on the Asian market we decided to open a representative office in Bangkok. On this basis we are seeking an experienced Sales Manager.

Job location: Asia, preferably in Bangkok (on remote possible)

Job description:

- Pre-Acquisition, Project Identification, Market Penetration
- Operational Sales in cooperation with the Headquarter located in Germany
- Strategic Market Development / Concept Development
- Sales Channel Development (e.g. Agency Network)
- Acquisition of new clients
- Customer service and relationship development with existing clients
- Key-account-management and establishing & cultivating of long-term business relationships
- Support and development of existing Spare parts Business in the region
- Consequent market/competition observation and analysis
- Development and realization of sales plans and activities

Requirements:

- Sales experience within the Machinery Industry for concrete and building materials industry (preferred)
- Engineering degree, business or sales education with a good technical background
- "door opener" mentality"
- Very good communication and negotiation skills
- Independence, ability to work under pressure and being proactive
- Willingness to learn and understand our technical solutions
- Readiness for a long term assignment with a German global market leader
- High travel frequency all over Asia (except China and India)

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.

If you have any questions, please do not hesitate to contact us. We will be glad to answer your questions. For further information please visit us at www.remel-es.com.

Please note: All submitted data will be treated confidentially.