

## Chief Representative - North and South East Asia

Our client is an international machinery group from Germany and the market leader for plants and equipment for the concrete and building materials industry. To ensure further growth, we are seeking an Asia-experienced Chief Representative, who will be responsible for the development of the sales activities and the team in Ho Chi Minh City (VN) and develop further business opportunities on the North- and South East Asian market (excluding China / India).

**Job location:** Ho Chi Minh City (location of Representative Office)

### Job description:

- Pre-acquisition, project identification, market penetration
- Acting as the spearhead of the sales and market development throughout the region
- Operational sales in close cooperation and coordination with the Headquarter of 3 product companies 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 accounts
- Key-account-management and establishing & cultivating of long-term business relationships
- Support and development of existing Spare parts Business in the region
- Structured market/competition observation and analysis
- Development and realization of sales plans and activities

### Requirements:

- Sales and market development experience within the Machinery Industry for concrete and building materials industry (preferred)
- Market, network and cultural knowledge in the region
- Engineering degree, business or sales education with a good technical background in the Machinery Industry
- Acting in a "door opener" function
- 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)
- "Can-do" and "hands-on" mentality

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](mailto: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](http://www.remel-es.com).