



Regional Marketing & Sales Manager, Asia

Our client is a US-based global organization that partners with multi-national organizations to achieve breakthroughs in value-based solutions. They achieve this through implementation of customized and transformational organizational and workplace solutions. Their clientele includes global organizations and conglomerates in the oil & gas, construction, fabrication and marine industries.

They are currently looking for a Marketing & Sales leader to champion the platform across Asia.

Responsibilities

- Research and identification of key business opportunities in Asia and develop a strategy for winning business consistent with the annual plan
- Develop a comprehensive relationship management plan for Asia and enroll key relationship holders in supporting the plan
- Communicate monthly with other regional sales managers for global collaboration on potential sales prospects and development of marketing and sales initiatives within the company
- Create a clear Sales workflow and educate Management, Lead consultants, etc. with regards to key business objectives and expectations. Enroll the consultants in their role in sales.
- Create, track and follow up on all possible business referrals
- Liaison with Asia Business Unit Leader, Operations Manager Asia and Consultants and Global Client Managers to source active sales leads
- Manage client facing meetings and co-ordinate negotiations right through to hand over to operations
- Develop proposals and work plan estimates in coordination with Lead Consultant and the Operations Manager
- Support the use of CRM, Shared Methods and other in-house tools to further develop the usefulness of the tools
- Identify improvement areas in the sales system, processes and tools used to support engagement
- Provide progress reports and performance data reports

Prerequisites

- **Degree in International Marketing, Business Administration or related discipline**
- **Minimum 8 years' experience in a Marketing & Sales / Management role**
- **Industry – marketing & sales experience in extending business related consultancy/solutions to the oil & gas, construction, marine, fabrication industries is preferred. People from business consultancy/solutions organizations and EPC sector would be good fit for this role.**
- **Good knowledge of contract crafting and negotiation, pricing strategy**
- Proven track record of sales achievements
- Excellent problem solver, project management and planning skills
- Excellent negotiator
- Excellent interpersonal skills
- Ability to build strong networking relationships
- Resourceful and self-motivated
- Ability to coach and provide mentorship to direct reports

All applications will be treated with the highest level of confidentiality.