



## **Sales Manager, Asia**

Our Client is a US based organization whose cutting edge tooling solutions are used the world over and across multiple industries. They employ over 60,000 employees worldwide and have operations across 60 countries. They are looking for a Regional Sales Manager to drive sales across the Asia market.

### **Responsibilities**

- Formulate business plan and budget in line with growth indicators
- Achievement of direct and indirect sales plan for the operating year
- Manage distribution channels, promotional & pricing strategy etc.
- Effectively align the channel partners to deliver business goals with customer classifications and realignments, as well as train channel partners on both technical competencies and selling skills
- Responsible for new product promotion and marketing activities based on guiding framework from the corporate marketing department
- Establish rapport with key accounts and leverage enterprise resources and strategies to maximize customer cost savings

### **Prerequisites**

- Degree in Mechanical Engineering, Petrochemical Engineering or Business related discipline
- Minimum 10 years' sales management experience with at least 3 years in a supervisory/management capacity from these industries:
  - tooling related industry or
  - petrochemical / process industry
- Excellent interpersonal and communication skills
- Team player with sound leadership quality

We will call shortlisted candidates for a detailed discussion.

Please indicate your current remuneration details. All information shared with us will be treated with the highest level of confidentiality.