



JOB OFFER – SENIOR SALES EXECUTIVE FOR SOUTHEAST ASIA (SEA)

A leading European Tiling tools manufacturing company is looking to recruit a committed and driven individual as Senior Sales Executive for South East Asia (SEA).

Job Description

- **Job position:** based in HCMC, Bangkok or Jakarta.
- **Area of responsibility:** Vietnam, Thailand, Myanmar, Indonesia, Philippines, Malaysia, Singapore, Laos, Cambodia markets.
- Design and implement sales strategy in coordination with company's central headquarters for building distribution network.
- Build and promote strong, long-lasting distributor relationships by collaborating with them and understanding their needs.
- Achieving growth and hitting the annual sales targets by family category.
- Built-up an annual marketing plan to expand the strength of the brand as expert in tiling tools.
- Opening up of new distributors in SEA as per the strategy plan of the company.
- Organize the due product training to distributors staff.
- Detailed presentation/ technical demonstration of tile machinery and visits to tile manufacturers/construction sites/distributors/end customers.
- Market research of ceramic tile industry and building materials (adhesives) in SEA.
- Size and evaluate the market share by category product in the market proposing product solutions to increase the market share.
- Competition analysis (benchmark) in each market.
- Merchandising policy (display of products in the point of sale).
- The candidate should also ensure after Sale services and related activities to facilitate successful execution of the project.
- Organization and participation in selected events & trade exhibitions to promote sales of the Brand.

Candidate profile

- **Industry:** Construction Machinery (Tiling Tools)
- **Functional Area:** Sales/Retail/Business Development
- **Role:** Senior Sales Executive
- **Education:** Graduation required (any field) PG
- **Experience:** Prior experience of 5 years in Sales & marketing
- Candidate must have **relevant experience** in hand tools industry/power tools industry/ tile manufacturing/tile machinery.
- Candidate with **good communication & negotiation skills**



- Professional approach, Confident & Aggressive
- Flair for **public relations & sales**
- Willing to **travel intensively within SEA region.**
- Able to **work independently.**
- **Fluent in English.**
- **Salary:** composed by fix + bonus + corporate benefits.

If you are interested in this position, please send your CV to rrhh@rubi.com