

Head of Distribution

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Company: TalentViet

Location: Vietnam

Category: other-general

Job Description :

- Coordinate country distribution network: sales targets, relationship, distributor meetings.
- Develop pricing strategy for distribution network
- Control & Develop Strategic Channel: appointing partners, product trainings, structure network according to geography & sectors & functions, partner's performance review.
- Ensure product availability & DSO targets are met

Job Requirement :

- University degree in mechanical engineering or equivalent training experience.
- Product knowledge and consulting knowledge, extensive applications experience, damage analysis, product liability
- Sales experience and knowledge of field sales, knowledge of operational procedures and affected persons
- Negotiations and presentation techniques, leadership
- SAP knowledge
- Fluent in English, 2nd language is a plus
- Conflict management, interpersonal skills, self-assurance, negotiating skills

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