

Sales Manager, Vietnam

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Company: Geberit

Location: Vietnam

Category: other-general

MAIN TASKS

Technical and economic responsibility lays in the project business with a main focus on drainage and supply systems.

Achieve defined Sales target for the region and the dedicated market.

Prepare and conduct (technical) Sales presentation to Developers, consultants, architects, contractors through training and seminars. Use presentations and seminars for acquisition of new projects.

Perform market assessment to understand market situation, trends, customers changing requirement and needs.

Building up a network with Developers, Architects, MEP consultants and contractors. Liaise with the Head of Sales and Technical Sales Engineers for technical issues and ensure requirements are met.

Use of CRM to plan and document all project related activities. Manage the project funnel actively and build up new pipelines to meet the yearly targets and project hit rates.

Provide support for our distribution partners and ensure local stock availability. Plan and execute regular alignment meetings to grow the project funnel and secure projects within the defined discount structure.

PROFILE

- Engineering diploma or degree (Mechanical/Architect) or Economics
- Project business with a main focus on drainage and supply systems a Must
- Professional and fluent in English and local language
- MS office (word, excel and ppt)
- Ability to read technical drawings
- Experience in the piping industry or related to the building industry
- Travel within Vietnam
- Persistent and resilient
- Constant willingness to learn
- Team player & social competence

WHAT WE OFFER

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