

Navfleet Sales-Singapore

Company Description:

Who We Are

Nalco Company is the world's leading water treatment and process improvement company. We create value for our industrial and institutional customers by developing and implementing innovative, differentiated solutions that are financially, technically and environmentally sustainable.

What We Offer

Nalco's environment of openness fosters the development of world-class products and services. Our employees derive great satisfaction from delivering results in a way that is rooted in integrity and defined by an absolute commitment to our customers, communities and each other. We rely on the diversity of our workforce to drive our growth and success. Our competitive salaries and benefits, as well as unlimited opportunities for professional growth and development, make Nalco a great place to work.

Join Our Team

Through our sales, service, research and marketing team of more than 7,000 technically trained professionals, we serve more than 70,000 customer locations in more than 130 countries. We are looking for employees who can operate independently and as part of a team that builds business relationships through discipline, dedication and commitment. For more information please visit our website www.nalco.com

Job Description:

We are looking for an Account Manager to handle Sales/Business Development for chemicals targeting the shipping industry across Asia Pacific region. In summary, the candidate will have a strong technical background in Marine/Naval Engineering and will have a flair/attitude for sales.

He will need to operate very independently, and be comfortable reporting to a remote manager. This is a very hands-on role and the person will need to be on the field. There will be a good amount of autonomy to run the NavFleet business and there is potential to further develop the business. Growth for this role would be to potentially be the key contact person for the NavFleet biz for AP.

This position will handle key account sales for the Navfleet division across Asia Pacific. This is an individual contributor although there is a possibility to run a team in the future.

Vendor management will be part of this role as well as we rely heavily on an external network of providers due to very tight lead times (managing logistics is a key role too)

30-50% amount of traveling anticipated (North Asia - Taiwan, HK, Korea)

Requirements:

- The ideal candidate will be technically competent and have an entrepreneurial flair for 'owning the biz' and be very results driven
- Candidate should have strong technical background in shipping such as Naval Architect, Chief Engineers, and Captain with 10+ years of work experience.
- He should have a degree in mechanical engineering, marine engineering or naval architecture. Chemical engineers who are interested to move into the marine industry are welcome to apply.
- Candidates with experience in Marine and maritime industries, shipyards, and power industry may apply.
- Base Location: Singapore

If you are interested, please forward your resume at the earliest to rtripathi1x@nalco.com.