

Job Description
Regional Sales Manager – Asia Pacific

Overview:

The Regional Sales Manager - Asia Pacific must be capable to manage sales support operation in Asia Pacific. He will provide marketing and sales support to our agents and customers, and ensuring the standards of performance and work output are adequate to satisfy our agent's and customer's needs.

Principal responsibilities:

- Hunting for new projects in HGG's diverse industries with existing and new relations.
- To conduct market research and identify target market for sales & marketing promotion.
- To conduct product training and machine demonstration for our agents and customers.
- To support agent sales team to make sales calls to potential customers in target market.
- Tracking / managing / controlling deals from quotation to FAC
- To make direct contact to potential customer to introduce and promote our products.
- To make marketing brochures, articles, and sales aids to assist agent's sales team.
- To identify and recommend potential new agents or distributors for the territory assigned.
- To assist HGG and agents in organising Trade shows in the region.
- To report on competition activities and recommended action plan to gain market share.
- To submit weekly activities plan and monthly sales reporting.

Other Duties:

- Ongoing evaluation / optimising of HGG Asia Pacific sales, marketing and service strategy
- To travel to support trade shows and annual representative meeting.
- To find satisfactory solution to sales and marketing matters or report to the management for possible solution.

Minimum Requirements:

- Must be in good health and able body aged between 30 and 40 years old.
- A degree / diploma in business studies or marketing or engineering.
- Working experience/background in sales of electrical machines and/or CNC machinery .
- Good communication skills including proficiency of English, Chinese and one more regional language.
- Some customer service experience is preferred. Must be out-going and sociable.
- Candidate must be able to work independently and be willing to do hands-on work.

Remuneration package is negotiable and depend on candidate's qualification and experience.