

Sale Manager of Fire Safety Product and Solution

Starting Date: ASAP
No. of vacancy: 01
Location: Hanoi/HCMC
Department: Building Technologies

Mission of Function:

To manage, promote and drive the Fire Alarm (FA) and Fire Protection (FP) portfolio into the local market via sales team and sales channels.

Create product and system awareness in the market by using of marketing, events and technical training to internal and external customers.

Market monitoring, identify project prior to push or pull Partner to follow up.

Analyze competitors and report back findings to CP management and HQ.

Areas of Responsibilities/Tasks:

- Awareness - plan, manage and drive the product portfolio as an entrepreneur
 - Build product/solution penetration plan for identified markets, applications and customers.
 - Plan and implement product roll out / launch systematic as standard process (ready for roll out in other countries)
 - Setup reference customers and publish reference stories

- Monitor markets and analyze competitors
 - Monitor and report market needs and developments for relevant product portfolios
 - Build-up and maintain close and regular contact to lead customers per product group
 - Identify strong player in the market and approach to appoint VAP/Distributor.

- Transfer know how
 - Workout and demonstrate unique-selling-points to internal technical and sales team and to contracted partners as well to End Customers and OEM
 - Conduct standard trainings and product workshops
 - Be trained as trainer for clean agent VdS Hydraulic Calculation and FA configuration tools.

- Sales Support in Pre- and After sales
 - Support Account Managers during the selling process and assist to spec-in product and unique selling points.
 - Assist to quote with system sizing and configuration for both FA and FP.
 - Launch new products and follow up the progress
 - Keep close cooperation with the other product managers

Knowledge:

- Presentation skills:
 - Delivers professional presentations to diverse audiences
 - Effectively drives groups towards an objective and motivates for actions
 - Adapts presentations to different audiences (structure, degree of details, etc.)
 - Uses PowerPoint and other presentation tools with ease.

- Siemens IT tools knowledge:
 - Effectively leverages the relevant CRM Tools for selling success
 - Inputs data and extracts reports from company-wide sales and CRM tools
 - Understands and uses effectively LoA tools.

- Siemens related Fire Alarm and Fire Fighting product application.
 - Fire Alarm system knowledge, Fire Dry Extinguishing Knowledge (FM200, Nitrogen)
 - Knows relevant Fire Authority standard applied in the Regions (VN-ASEAN)
 - Familiar with major Fire Approvals types in the market (EN, VdS, UL, and FM)
 - Effectively promotes and fosters cross-selling throughout the organization.

- Intercultural skills:
 - Understands and appreciates differences in cultural backgrounds, norms, practices and expectations
 - Demonstrates awareness, flexibility and respect when interacting with others.

- (English/local) language skills:
 - Possesses business proficiency in English (speak, write, read, and understand on a business adequate level)
 - Possesses business proficiency in the relevant local language (speak, write, read, and understand on a business adequate level)

Experience:

- 5-8 years experience in the Fire business (FP experiences is preferred) in sale or technical sale support. Experience in relationship management with Fire Consultant/Engineering Consultant and Fire Authority.
- 3-5 years experience in channel & direct sales
- Intercultural: Strong personality and ability to deal with different cultures