

Sales Manager

Starting Date: ASAP
No. of vacancy: 01
Location: HCMC
Department: Building Technology

Areas of Responsibility:

Area Sale Manager for Building Control and Fire Safety product and solution (70%/30%) within Siemens Vietnam.

Responsibility for the sale targets, project acquisition, sales operations, project support, customer satisfaction, as well as the continuing development of the market-/customer-segment.

Responsible for technical competencies support for the responsible area.

Areas of Tasks:

- CRM – Client relationship management
- Develop market knowledge concerning projects, potential customers, deciders and competitor behavior
- Client follow up and management of pre-sale support activity
- Coordinate all internal and external sales relevant customer activities
- Project technical support coordination.
- Cost controlling
- Implement and update relevant market and customer information for CPS
- Sales Strategy per project (identify, plan approaching program)
- Pre-sale support and Acquisition of orders (together with VAP provide technical and project support to Customer)
- Project implementation and technical support and coordination.
- Develop sales forecast, budget, achieve sales goals and targets
- Adopt strictly follow and use sales methodology and company compliance regulation.
- Strategic partnership, relation management with customers.
- Technical Competencies development for responsible division (HVP/BAU) in the country by training to VAP and acquiring competencies from HQ.

Knowledge:

- MS Office
- Fluent in English
- Coordination Skills
- Building Project process
- Project Management
- Know HVAC and BMS portfolio of related working area (products, systems)
- Good technical knowledge of Building Automation, capability of completed system design and description.

- Market knowledge (competitors, market shares, customer potential)
- Negotiation skills
- Entrepreneurial attitude
- Sales management, aggression and focus
- Structured and flexible working style
- Customer relation management
- Presentation Skills

Experience:

- Minimum 5 years experience in Project or Building Mechanical and Electrical business

Additional Requirements:

- Bachelor Degree in Electrical Engineering or HVAC.
- Ability to share ideas and work in cooperative manner within team;
- Communicate open and pro-active;