

Target Market Concrete Sales Manager

Department : Target Market Concrete

Scope : Northern Area of Vietnam

Base : Hanoi Branch Office

Report to : TM Concrete Manager

Purpose: *Direct and maintain an overview of Target Market Concrete business of Sika Vietnam in Northern Area, comprising all sales and technical related activities, set objectives and development of strategies.*
Maintain key relationships with local government, architects, contractors and customers.
Together with Country TM Manager, set sales budgets/ objectives, and developing pricing strategies.
Assist with setting and regularly review the strategy to reach targets.

Main responsibilities:

1. Manage sales team to meet area turnover targets (Market Share / Turnover etc).
2. Develop and review sales/ technical plans of Target Market Concrete in Northern Region.
3. Coordinate with TM Manager to ensure Target Market Concrete meets targets
4. Lead local negotiations of major contracts and control major client accounts.
5. Train sales and technical force in application and use of new Sika products.
6. Define pricing / price position of products.
7. Ensure team is sufficient to manage concrete business with high efficiency level.
8. Maintain at all times thorough knowledge of products and market trends, monitor competitors' activities and keep relevant managers briefed.
9. Control expense budget to maximize effect with respect to profitability and growth.
10. Perform other duties as assigned by the TM Manager and General Manager.

Minimum requirements :

Academic qualification:

- Bachelor degree in construction, concrete, building material or relevant
- 10-year experience in relevant/ similar works

Competence/ skills:

- Strong analytical, business sense and problem solving skills
- Strong leadership/ management/ team building skills
- Good coordination/ interpersonal skills
- Well connected within Northern Governmental departments
- Fluent in English / Vietnamese preferable

How to apply: Please send your CV to luongbuu.ngoc@vn.sika.com

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