

BANGKOK, THAILAND / HCMC VIETNAM (TBC)

SALES MANAGER – FHPC (VIETNAM, CAMBODIA, MYANMAR)

YOUR OPPORTUNITY

This role is to manage existing customers and develop new customers in Vietnam, Cambodia and Myanmar in order to deliver budgeted sales and margins for complete Sidel portfolio, with a focus on equipment sales. Provide customers with win-win solutions which meet their needs and are in the best interests of Sidel, thus enabling Sidel to achieve its Balanced Score Card and regional objectives.

You will be base in Bangkok or Vietnam (TBC) and report to Regional Sales Director – FHPC SEAP who is based in Bangkok, Thailand.

YOUR SCOPE

- Prospect the FHPC industry in Vietnam, Cambodia and Myanmar
- Generate project leads
- Collect technical information
- Communicate with Project Management team to design the most accurate technical solution and commercial proposals
- Keep regular contacts with Sidel and Gebo Cermex plants and head office in France and Italy to collect information about equipment and solutions
- Keep regular and direct contacts with key players within the FHPC industry, both at Corporate and Plant level
- Manage customer relationships and close deals
- Evaluate and deliver the yearly budget
- Report activity to Regional Sales Director
- Perform Key Account Management
- Identify objectives, strategies and action plans to improve short and long-term sales, profitability and efficiency in his/her area
- Develop the business of Sidel blowing, filling, labelling, packaging and engineering products and services within the FHPC industry in the assigned geographical area
- Present and actively promote Sidel entire range of equipment
- Propose and follow up the annual business plan to the Regional Sales Director
- With the support of the Regional Sales Director, act as a first point of entry for Sidel and supports Sidel as well as the Gebo Cermex internal teams from a commercial standpoint
- Perform other sales related tasks as assigned by Regional Sales Director

YOUR PROFILE

Level of education and languages:

- Bachelor Degree in Marketing/Mechanical, Electrical, Automation or Food Engineering, project management background, MBA as a plus
- Proficient in Thai or Vietnamese & English (Italian or French would be a plus)
- Proficient with Microsoft Office products for use in a sales management environment

Required experience and skills:

- Min. 5 years of experience in the Food, Home Care, Personal Care, Beverage segments in engineering or machines trading
- Willing to travel extensively within Vietnam, Cambodia Myanmar and occasionally in Europe
- A self-motivated team player with good multi-tasking, problem-solving skills and time management 50%-75% of the time travelling

CONTACT

If you are interested in our proposal, please send your CV/resume with cover letter to:

Kanokwan-tiffany.kraithep@gebocermex.com

Tel: +66 2 612 6191 Ext. 6252

By applying to this vacancy, the applicant acknowledges and agrees to the processing of his/her personal data included in the job application.

ABOUT SIDEL

The Sidel Group is formed by the union of two strong brands, Sidel and Gebo Cermex. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

Find out more at www.sidel.com and connect with us

 **Sidel** blog.sidel.com

 youtube.com/user/sidel

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