

JOB DESCRIPTIONS

BUILDING TRUST



Job Title: Concrete Lab in Charge and Technical Sales	Department: Concrete
<p>SIKA is a multinational company, with head office in Switzerland. 25,000 employees over 300 factories worldwide. A major partner for all contractors and developers in Cambodia established in Cambodia for 19 years. SIKA manufactures and distributes a large range of construction materials: concrete admixtures, waterproofing, sealing and bonding, flooring, roofing, structural strengthening, we are the leader worldwide.</p>	

Location	Phnom Penh, Cambodia
Reporting To	Target Market Manager/ Managing Director
Overall Responsibilities	Manage the operation of the concrete laboratory and provide technical support/sales for admixture concrete.
Main Tasks and Responsibilities	<ul style="list-style-type: none"> • Provide concrete mix designs and recommendations for sales staff and customers. • Train and supervise concrete laboratory workers in the application and the use of Sika admixtures. • Ensure good transfer of technology to Technical Service team/Customer. • Keep regular contact with familiar customers. • Inform the Technical Manager/ R&D/ Marketing & Technology Manager of new competing products that appear in market. • Be personally responsible for the follow-up of activities and projects that he/she has been assigned to ensure customer satisfaction. • Keep appropriate records and necessary reports, including the updating of concrete trial mix database. • Be responsible for the whereabouts of equipment belonging to the Concrete Laboratory. • To establish, develop and maintain effective customer relationship in order to sustain and promote growth of sales operations in order to achieve the set turnover / profit / market share forecasts. • To improve market coverage and develop new market segments / Application fields. • To negotiate with customers at the best interest of Sika. • To achieve annual sales target assigned to team and individual. • To develop sales forecast. • To give technical advices to customers, to demonstrate and present SIKA Products • To look for new projects / follow up projects assigned by Supervisor. • To provide required reports and planning as well as sales forecasts. • Maintain Sika information with appropriate secrecy and adhere to policies regarding confidential information • Ensure that all ISO 9001 and ISO 45001 procedures are followed. • To Perform other duties as assigned by the Target Market Manager/ Technical Manager/ Marketing & Technology Manager.
Performance Measured By	<ul style="list-style-type: none"> • Company annual net sales and profitability performance • Achievement of pre-established personal objectives and KPI • Annual Performance Appraisal

Minimum Requirement	<ul style="list-style-type: none"> • Preferably Diploma or equivalent in Chemistry, Mechanical or any Engineering discipline, (Fresh graduated are encouraged to apply) • 2-3 years working experience in preferably in construction industry • Good English is a MUST • Experience in sales • Computer: Word / Excel / PowerPoint: good grasp needed. • Outgoing person / organized
Benefit	<ul style="list-style-type: none"> • To be discussed / high package depending on experience and performance / High bonus scheme possible. • Health insurance • Transport provided for work purpose • Experience in an International company and career perspectives • Growing Network in Construction Industry • Training / E-training