

JOB DESCRIPTIONS

BUILDING TRUST



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| Job Title: Technical Sales Executive – TM Building Finishing | Department: Sales |
| <p><i>SIKA is a multinational company, with head office in Switzerland. 24,000 employees over 300 factories worldwide. A major partner for all contractors and developers in Cambodia established in Cambodia for 18 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.</i></p> | |

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| <p>SIKA has a strategic position to offer for a professional candidate who speaks <u>fluent Khmer and English</u> (Chinese is added advantage) with working experience in construction (building finishing segment preferably)</p> <p>This position is both technical and sales related.</p> | |
| Location | SIKA Phnom-Penh Head Office, Cambodia |
| Reporting To | Key Project Manager |
| Main Tasks, Responsibilities and Authorities | <ul style="list-style-type: none"> • 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 proceed all quotations and offers, sales contracts, debt collection and all official letters related to customers. • To develop sales forecast. • To give technical advice to customers, to demonstrate and present SIKA Products and solving client problem at site • To collect debt from customers and assist accounting department for receivables. • To look for new projects / follow up projects assigned by Supervisor/Manager • To provide required reports and planning as well as sales forecasts • To undertake and perform other duties as assigned by Supervisor and Manager • To keep confidential all company business information and documentation. |
| Education Requirement | <ul style="list-style-type: none"> • Preferably Diploma or degree or equivalent in Chemistry, Mechanical or Civil Engineering discipline, |
| Experience Requirement | <ul style="list-style-type: none"> • 2-3 years working experience in preferably in construction industry |
| Skill Requirement | <ul style="list-style-type: none"> • Good Communication Skills is a must • Experience in sales/Technical Enquiry/ Problem Solving • Computer: Word / Excel / PowerPoint : good grasp needed. • Outgoing person / organized • Passionate in growing career prospects • Have valid driving license (able to go outstation if needed) |

SIKA (CAMBODIA) LTD.,

Legacy Business Center, Building #29 street 245 (Mao Tse Tong Blvd), Sangkat Tuol Tom Pong 2, Khan Chamkarmorn, 12308, Phnom Penh, Cambodia Tel: +855 23 901 450 / www.sika.com.kh

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| Expected profile: | Appreciate to go out and meet new people, strong communication skills, problem solving skills, Leader spirit, Self-confident, well behaved, enthusiastic, passionate. |
| 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 only (to site from office or from office to site) • Experience in an International company and career perspectives • Growing Network in Construction Industry • Training / E-training |
| How to apply | <ul style="list-style-type: none"> • Please send your CV to hem.sovannsocheat@kh.sika.com. Please put the subject of the email with the position you are applying for, Ex: Ms/Mr. xXx Xxx is Applying for XxX) • Please add 3 references of trusted persons that can recommend you. • The position is available now, please check our website before sending your CV : www.sika.com/www.sika.com.kh |

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