|  |  |
| --- | --- |
| SIKA has a strategic position to offer for a **professional candidate who speaks fluent Khmer and English (Chinese is added advantage) with working experience in construction (building finishing segment preferably)**  This position is both technical and sales related. | |
| **Location** | SIKA Phnom-Penh Head Office, Cambodia |
| **Reporting To** | Key Project Manager |
| **Main Tasks, Responsibilities and Authorities** | * 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** | * Preferably Diploma or degree or equivalent in Chemistry, Mechanical or Civil Engineering discipline, |
| **Experience Requirement** | * 2-3 years working experience in preferably in construction industry |
| **Skill Requirement** | * 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) |
| **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** | * 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** | * Please send your CV to [hem.sovannsocheat@kh.sika.com](mailto: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](http://www.sika.com)/[www.sika.com.kh](http://www.sika.com.kh) |