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| 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.
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| **Education Requirement** | * Preferably Diploma or degree or equivalent in Chemistry, Mechanical or Civil Engineering discipline,
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| **Experience Requirement** | * 2-3 years working experience in preferably in construction industry
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| **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)
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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** | * 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
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| **How to apply** | * 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](http://www.sika.com)/[www.sika.com.kh](http://www.sika.com.kh)
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