

JOB DESCRIPTIONS

BUILDING TRUST



Job Title: Target Market Concrete Manager	Department: Concrete
<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>	

Location	SIKA Head office, based in Phnom-Penh, travel to another province might be regular.
Reporting To	Managing Director
Overall responsibility:	Direct and control the Target Market Concrete business of Sika Cambodia, comprising all training / sales and technical related activities, set objectives and development of strategies. This includes the analysis of competitive products and selling techniques, together with local/related sales staff to set sales budgets/objectives and developing pricing strategies.
Specific duties:	<ul style="list-style-type: none"> • Develop and review sales/ technical plans of Target Market Concrete of Cambodia. • Coordinate Target Market Concrete team, optimizing the knowledge and experience. • Take part in negotiation of contracts and control clients. • Train sales and technical force in application and use of new Sika products. • Manage overall turnover target. • Define pricing / price position of products. • Arrange weekly meeting with Target Market Concrete team. • Ensure that the country / area be well-staffed to manage concrete business with high efficiency level. • Maintain at all times thorough knowledge of products and market trends, monitor competitors' activities and keep relevant managers briefed. • Control expense budget to maximize effect with respect to profitability and growth. • Perform other duties as assigned by the Managing Director.
Performance measured by:	<ul style="list-style-type: none"> • Evidence of Target Markets Concrete team and system active across Cambodia. • Strengthening market leader position in Concrete Business. • Evidence of high level of motivation, team spirit and low level staff turnover due to factors under job holders control. Feedback from customers. • Set Project development objectives are achieved. • Budget achieved with due regard for growth. • Effective cooperation with other departments,
Minimum Requirement:	<ul style="list-style-type: none"> • Bachelor's degree in construction, concrete, building material or relevant • 10-year experience in relevant/ similar works • Strong analytical, business sense and problem-solving skills • Strong leadership/ management/ team building skills • Good coordination/ interpersonal skills • Fluent in English

SIKA (CAMBODIA) LTD.,

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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 only• The company will offer trainings on SIKA products and business.
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