

## JOB DESCRIPTIONS

Job Title: Target Market Supervisor – Waterproofing, Sealing and Bonding	Department: Sales
<p><i>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.</i></p>	

<b>Location</b>	SIKA Head office, based in Phnom-Penh, travel to another province might be regular.
<b>Reporting To</b>	Head of Building System
<b>Key Tasks &amp; Responsibilities:</b>	<ul style="list-style-type: none"> <li>• 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</li> <li>• To improve market coverage and develop new market segments/application field</li> <li>• To negotiate with customers at the best interest of sika</li> <li>• To achieve annual sales target assigned to team and individual.</li> <li>• To proceed all quotations and offers, sales contracts, debt collection and all official letters related to customers.</li> <li>• To develop sales forecast and give technical advice to customers, to demonstrate and present SIKA Products</li> <li>• To provide required reports and planning as well as monthly sales forecast</li> <li>• To undertake and perform other duties as assigned by Supervisor or Manager.</li> <li>• To keep confidential all company business information and documentation.</li> <li>• Any other tasks assigned by superior</li> </ul>
<b>Minimum Requirement</b>	<ul style="list-style-type: none"> <li>• Degree in any discipline, preferably Civil Engineering and Chemical</li> <li>• Min 3 years experiences in related fields (construction site, construction products)</li> <li>• Knowledge of ERP systems, NAV</li> <li>• Microsoft Office intermediate level (Excel, Power Point, Word)</li> <li>• Fluent English spoken and written; any other language (Chinese) knowledge is a plus</li> <li>• Able to work independently and as a team</li> <li>• Good analytical and problem-solving skills</li> <li>• Good organization skill and able to handle pressure and meet tight deadlines</li> <li>• Understand how the different KPI impact the Company overall</li> </ul>
<b>Expected profile</b>	Appreciate to go out and meet new people, strong communication skills, Self-confident, well behaved, enthusiastic, eager to evolve in a multi-cultural company, competition-driven, leader.
<b>Benefit</b>	<ul style="list-style-type: none"> <li>• To be discussed / high package depending on experience and performance / High bonus scheme possible.</li> <li>• Health insurance</li> <li>• Transport provided for work only</li> <li>• The company will offer trainings on SIKA products and business.</li> </ul>
<b>How to apply</b>	<ul style="list-style-type: none"> <li>• Please send your CV to <a href="mailto:hem.sovannsocheat@kh.sika.com">hem.sovannsocheat@kh.sika.com</a> , Tel: 077 666 761 (Please subject the email with the position you are applying for, Ex: Ms./Mr. xXx Xxx is Applying for XxX)</li> <li>• Please add 3 references of trusted persons that can recommend you.</li> <li>• The position is available now, please check our website before sending your CV: <a href="http://www.sika.com/">www.sika.com/</a> <a href="http://www.sika.com.kh">www.sika.com.kh</a></li> </ul>