

JOB DESCRIPTION

BUILDING TRUST



Job Title: DISTRIBUTION MANAGER	Department: Distribution
<p>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.</p>	

Location	Phnom Penh, Cambodia – Sika® Head office, Legacy Business Center	
Reporting To	Managing Director	
Main Tasks, Responsibilities and Authorities	<p>Material stock & orders management: You will prepare a monthly forecast, follow up orders received from customers, arrange samples, ensure to receive payment from Customers.</p> <p>Sales development Familiar with Push and Pull concept you will define a development strategy and action plan. You will be in charge of developing Sales by defining the pricing policy and product portfolio, implementing promotion and marketing campaigns, ensure customer satisfaction, build a sales team within 3 years and plan sales visit. A strong focus will be made on Building Finishing products (Skim Coat ; Tiling systems).</p> <p>Shop development Working in B to B, you will be in charge of increasing the shop network, increasing shop penetration rate, build a shop database shop using Salesforce®, animate shops with roadshows or other activities.</p> <p>Marketing support and customer relationship As direct contact between Sika® Cambodia and Distributors, you will be key to understand the needs of Distributors. You will plan once a year a budget that enclose merchandising: shop decorations, goodies or activities. On behalf of Sika, you will be in charge of official communication to Distributor. You will assist customers to solve horizontal and vertical conflicts, solve claim from customers.</p> <p>Report You will prepare a monthly report to the Management Team. You will prepare report to the Region.</p>	
Education Requirement	Minimum Bachelor’s Degree in business or other relevant fields.	
Experience Requirement	2-3 years working experience in Distribution or Marketing (preferably in construction industry).	
Skill Requirement	<p>Fluent in English</p> <p>Microsoft office</p> <p>Salesforce</p> <p>Leadership</p> <p>Communication</p>	<p>Autonomy</p> <p>Organization</p> <p>Patience</p> <p>Commitment</p> <p>Integrity</p>
Benefits	<ul style="list-style-type: none"> ▪ To be negotiated / Performance bonus based on 2 months’ salary. ▪ Expatriate package ▪ International health insurance (Forte Luma) ▪ VISA ▪ Housing allowance ▪ Yearly round trip in economy flights 	<ul style="list-style-type: none"> ▪ Transport provided for work purpose (company car / driver) ▪ Experience in a multinational company and International career perspective ▪ Growing Network in Construction Industry ▪ Training / E-training
How to apply	<ul style="list-style-type: none"> ▪ Address your CV to kaing.lina@kh.sika.com (HR) , in CC Nowack.torsten@kh.sika.com (Director) ▪ Subject the email with the position you are applying for, Ex: Ms/Mr. xXx Xxx is Applying for <i>Distribution Manager</i>) ▪ Feel free to add references. ▪ Please check our website before sending your CV: www.sika.com/ www.sika.com.kh 	

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