

JOB DESCRIPTIONS

BUILDING TRUST



Job Title: Sales Engineer	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>	

<p>SIKA has a strategic position to offer for a professional candidate who speaks fluent English (English & Chinese is advantage) with experience in construction industry or fresh graduated. This position is both technical and sales related.</p>	
Location	SIKA Phnom-Penh Head Office, Cambodia
Reporting To	Key Project Manager
Main Tasks, Responsibilities and Authorities	<ul style="list-style-type: none"> • 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 advices to customers, to demonstrate and present SIKA Products • To collect debt from customers and assist accounting department for receivables. • To look for new projects / follow up projects assigned by Supervisor. • 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	<ul style="list-style-type: none"> • Preferably Diploma or equivalent in Chemistry, Mechanical or any Engineering discipline, (Fresh graduated are encouraged to apply)
Experience Requirement	<ul style="list-style-type: none"> • 2-3 years working experience in preferably in construction industry
Skill Requirement	<ul style="list-style-type: none"> • Good English is a MUST • Experience in sales • Computer: Word / Excel / PowerPoint : good grasp needed. • Outgoing person / organized
Expected profile:	Appreciate to go out and meet new people, strong communication skills, Leader spirit, Self-confident, well behaved, enthusiastic, eager to evolve in a multi-cultural company, competition-driven.
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 purpose • Experience in an International company and career perspectives • Growing Network in Construction Industry • Training / E-training
How to apply	<ul style="list-style-type: none"> • Please send your 1 page CV to kaing.lina@kh.sika.com / nowack.torsten@kh.sika.com (Please subject 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 / www.sika.com.kh

SIKA (CAMBODIA) LTD.,

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