

JOB DESCRIPTIONS

BUILDING TRUST



Job Title: RMC-PC Supervisor	Department: Target Market Concrete
<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	SIKA Phnom-Penh Head office, Cambodia
Reporting To	Target Market Manager / General Manager
Main purpose of the job	To assist Target Market Manager / General Manager in developing and implementing sales and marketing vision & target.
Key tasks and responsibilities	<ul style="list-style-type: none"> • To research, analyze and plan marketing strategies for the RMC-PC section (Ready Mixed Concrete Co., Pre-cast factories, Infrastructure projects, bridges etc.) and co-ordinate with other Sales supervisors for other market fields. • To prepare sales plan to meet the sales target. • To monitor discount scheme offered to customers. • To overall control all customer accounts, personally follow up important / major accounts/ projects. • To supervise and monitor staff, conduct weekly meeting of the section and provide proper guidelines. • To maintain update competitor status/ activities in order to develop adequate strategies. • To provide monthly report and sales forecast to Target Market Manager. • To update list of customers: RMC, PC, projects and follow-up. • To control tanks + dispensers offered to customers. To co-ordinate with Customer Service Department in providing our services sufficiently. • To motivate staff activities with new ideas, solutions and working towards a dynamic team. • To maintain a professional business appearance and approach with customers. • To keep confidential all company's business information and documentation. • To perform other duties as assigned by Target Market Manager.
Education Requirement	<ul style="list-style-type: none"> • Degree in Business, Engineering or relevant fields.
Experience Requirement	<ul style="list-style-type: none"> • 4-5 years working experience in sales construction/ engineering.
Skill Requirement	<ul style="list-style-type: none"> • Fluent English / Chinese is a + • Excellent communication skills, both oral and written. • Strong critical thinking skills. • Great customer service skills. • Excellent organizational skills. • Strong problem-solving skills.

SIKA (CAMBODIA) LTD.,

Legacy Business Center, Building #29 street 245 (Mao Tse Tong Blvd), Sangkat Tuol Tom Pong 2, Khan Chamkarmorn, 12308, Phnom Penh, Cambodia Tel: +855 23 901 450 / www.sika.com.kh

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

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