

JOB DESCRIPTIONS

BUILDING TRUST



Job Title: Sales Executive	Department: Sales
<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>	

<p>SIKA has a strategic position to offer for a professional candidate who speaks <u>fluent English (English & Chinese is advantage)</u> with experience in construction / cement industry or fresh graduated.</p> <p>This position is both technical and sales related.</p>	
Location	SIKA Phnom-Penh Head office, Cambodia
Reporting To	Target Market Concrete 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 related to Target Market Concrete in order to achieve the set turnover / profit / market share forecasts. • To inspect weekly the designated Batching plants to check and report on: storage conditions, dispenser conditions, admixture performance, delivery services, technical requirements, technical issues from customers and to take part of the maintenance of such equipment. • 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 support the sales effort by carry out trial mix, site demo, to use all marketing material. • To report on competition activities • 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 watch all expenses related to entertainment with customers. • 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 or Manager. • To coordinate colleagues and other sections or departments in order to achieve group objectives. • 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/Ready Mixed Concrete/Precast Industry • 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 CV to kaing.lina@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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