

Regional Sales Manager - Far East



With connection to our Sales Department in Singapore, you will have a position as Regional Sales Manager and be a part of the Far East Sales team. Not necessarily working out of Singapore, can be from your home country somewhere inside Asia.

You will be responsible for sale of Boiler repairs, Spare parts and Automation services in your designated areas. This is a new position to strengthen our current Sales Team, you will become a part of a very experienced sales team with all the backup you need to succeed.

You will be responsible for visiting vessel owners and management companies in your designated areas, primary within Asia. You will be in close cooperation within our global organization in Dubai and Denmark, in order to serve our customers in best way possible.

Key Responsibilities:

- Dialogue with customers about current and future repair/automation projects.
- Create and calculate quotations.
- Participate in handover of projects to our project Dept.
- Participate in exhibitions along with the Sales Team.
- Create customer meetings, both physically and by teams.
- Follow up on open quotes and current orders.
- Contribute in a constructive and positive way to secure Global Boiler Aalborg's positive development.
- Be available and openminded providing your experience and knowledge to the benefit of Global Boiler Aalborg.
- Participate in sales budget planning.

Skills & Qualifications:

We are looking for a person with a combination of strong commercial mindset added technical knowledge. It is not a demand that you have a boiler background, but a marine business background of some kind, will be beneficial.

- You can have a technical-, commercial- or other relevant education, your exact level and type of education is not essential.
- You have B2B Sales experience, within the marine will be advantage.
- You work on your own and deliver results.
- You are flexible towards clients and understand travelling activity will be a part of your daily work.
- You write and speak English fluently, to participate in negotiations and discussions external and internal.
- You master IT and office programs (Word, Excel etc.).

As a person you have a great drive, are self-motivated to create your own results and understand to put our customer in focus and assist him/her with their problems.

Global Boiler Aalborg A/S

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