

## Profile/Description / Preferences

### Title

**APAC Sales Manager**

### Company description

It is a branch of a building material manufacturer in Europe aimed to meet the demands of the Asia Pacific markets throughout their distributor chain in the regions.

The company is located in Hong Kong.

### Job description

Main duties:

- Manage and follow-up APAC Sales team that includes Area Managers, Sales Reps, agents, and promoters.
- Drive markets, distributors and key accounts reporting to Managing Director.
- Travel across APAC regions three weeks a month.
- Ensure that company meets annual budgets
- Ensure that that clients are maintaining our demands on market activity for every channel – retail, projects, specific account.
- Coordinate and ensure with APAC Marketing Manager that distributors are fulfilling company expectations on promotion and domestic marketing practises.

### Education

Bachelor's Degree in Business, Marketing or Law is required.

### Experience and other requirements

- At least three to five years experience in similar role managing a team.

- Experience in the building industry and overseas trading is a must. It might be considered if the candidate comes from other background.
- Languages: bilingual in **Spanish and English is mandatory**. Other languages are welcome.
- Compulsory: willing to live in Hong Kong and deliver a great degree of traveling throughout APAC region.
- Other skills and knowledge will be considered: experiences in market development in Asia , availability to change residency, experience within the architecture and interior design sector, experience in trading natural stone or man-made surfaces.

\*Availability: within a month.

\* Take notice that there are more demands on this position. This job posting is rather general.