

The Company

This is an excellent opportunity to join a rapidly growing Global PPE Manufacturer as the Country Head/RSM covering Thailand/Laos.

The Role

- Respond to customer queries and requests promptly and professionally.
- Conduct research to identify new markets and customer needs.
- Aspire to become the go to Fall Protection expert
- Business Development: New channel partners, retailers, and Height Safety trainers
- Pass on Potential leads
- Liaise closely with Sales Director Asia Pacific
- Develop Yearly Business Plan
- Supply a monthly report/CRM inputs.
- Arrange business meetings with prospective clients.
- Promote company products and services addressing clients' objectives.
- Attending conferences, meetings, and industry events such as exhibitions.
- Managing and retaining relationships with existing clients
- Pass on Potential leads
- Communicate on regular basis with customers and internal staff.
- Liaise closely with Sales Director Asia Pacific

The Candidate

- Persistent & Dynamic & self-motivated with the ability to work remotely
- End user and industry knowledge, knowledge of regional distribution networks
- Preferably 5 years' experience in end-user and industry knowledge in PPE/Height Safety
- Computer literate with Strong English skills
- Strong communication skills both oral and written in English and Vietnamese.
- Strong negotiation skills, strong customer focus
- Excellent time management and free to travel as regularly as needed