



## Key Account Manager – Cement Industry

We sell:

- Hardfaced Wear Plate (D-Plate)
- Hardfacing Services
- R&M Welding Consumable

### Role

Achieve growth and profitability of business for cement industry

- Aggressively reach out to customers to gain market & competitors' information
- Understand potential markets, identify & propose business model for Vietnam market
- Manage existing business partner, identify start up business partnerships required
- Identify sales territories and hunt for direct sales customers
- Plan and manage customer visits, uses CRM for sales planning, prospecting and reporting
- Manage sales leads, contracts renewal and proposals.
- Answer to all customers' queries on products' specifications
- Ensure & maintain pricing competitiveness by monitoring competitors' activities
- Ensure optimum stock level to support customers.
- Oversee Consignment material business and ensure annual consignment stock take is carried out at designated customer site.
- Propose Hardfacing Services (Hardcored Services), Wear Plate (D-Plate) and its services customers
- Deliver sales presentations, submit tender documents.
- Pro-active and follow-up with relevant inter-companies, inter-departments, business partners, subcontractors for timely delivery of systems equipment.

### Distributors (small portion)

- Manage and monitor sales performance of distributors
- Train local distributor, update them with latest product solution and ensure they comply with D-Plate

### Education/language

- Degree in Engineering (Mechanical/Metallurgy/Welding) is a bonus
- At least a Degree Holder
- Can use English for working

### Professional experience

- At least > 5 years sales experience in industrial products
- Exposure to Cement Manufacturing knowledge a **must**
- Possess an analytical mind with strong business acumen
- Perseverance, ability to take pressure and meet datelines.
- Worked in relevant or similar industries
- Experience with clients in segments of transportation, power generation and industrial markets

### Behavioral requirements

- Entrepreneurial
- Aggressive, independent, self-starter



- Savvy in building relationships & rapport
- Resourceful in tapping on existing networks for business intelligence
- Action oriented

**The candidates are interested in this job, please submit your lastest CV to [info@baochico.com](mailto:info@baochico.com)**