



Senior Regional Sales Manager – SEA (Malaysia)

Do you want to work for a dynamic and rapidly growing company that is an industry leader in our field? Greystone Energy Systems Pte. Ltd. is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service.

The Opportunity:

We are looking for a highly motivated, results driven individual to join our sales team. The **Senior Regional Sales Manager – SEA (Malaysia)** will be based in Kula Lumpur and will be responsible for the sales and promotion of Greystone products in the assigned territory.

Objective & Purpose

- This position has two main components associated with the role; one component relates to direct management of a territory and the other component relates to the management of other sales managers operating in the same region.
 - Direct Responsibility
 - This position is responsible to develop existing customers and to research available database's for new customers to provide sales growth year over year to meet and/or exceed the established sales budgets.
 - This position is responsible for the sales and profit growth in the individual established territories to meet company targets, budgets and expectations.
 - Management Responsibility
 - As the Senior Regional Sales Manager, the responsibilities will be to provide leadership in the assigned area by managing the other Regional Sales Mangers assigned to the geographical area. The purpose of this role is to have consistency of standard practices for the geographical area.

Direct Duties & Responsibilities

Responsible to manage the day to day activities related to the territory for the following but not limited to;

- Create pricing structures for individual customers
- Product quotations
- Provide technical leadership and support
- Discuss special product requirements and propose to Product Management
- Research new prospective clients and promote the complete product line
- Work with the existing database of customers to increase their product portfolio
- Report sales/contact activities in available CRM software
- Be able to prepare sales and expense budgets and propose to management with detailed reasoning and back-up
- Creating of RMAs and distributing them as required. Once evaluation is complete Sales Managers are to communicate decisions with customers with desired outcomes
- Prepare trip reports in CRM database
- Complete accurate trip expenses and submit to V.P. Sales for approval
- Review all purchase orders for accuracy before submitting to sales support for entry

- Complete a minimum requirement of 3 customer satisfaction surveys per month and input results into database
- Introduce and promote products to consulting engineers in assigned territory
- Develop new prospective clients (System Integrator & OEM) and complete lines of products

Managerial Duties and Responsibilities

Responsible to manage the day to day activities related to the geographical area but not limited to;

- Establishing pricing structures for common customers across geographical area with the ultimate goal of meeting expected profit margins
- Review of special product quotations of team to ensure best margins and practices
- Provide technical leadership and support to team with direction from engineering
- Provide leadership in developing existing database of customers to increase their product portfolio
- Direct team to maintain contact activities in available CRM software (Maximizer)
- Ensure trip reports are completed in CRM database and discuss with Regional Sales Manager-Asia Region for issues and recommend desired outcomes
- Review daily orders of team to ensure that agreed to pricing is followed.
- Ensure customer satisfaction surveys of team are completed
- Provide leadership to team members to increase customer introduction of product portfolio

Management

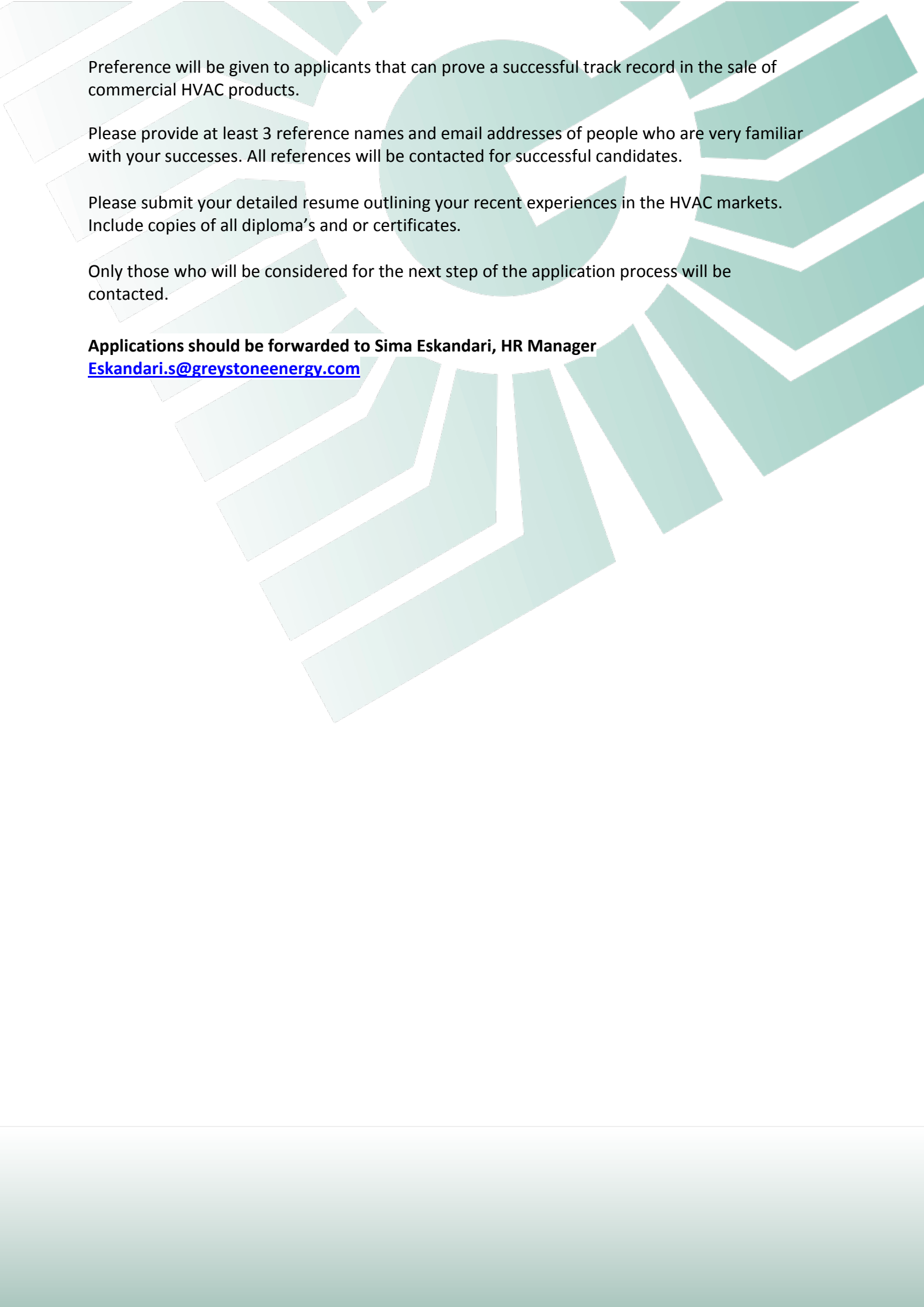
- This position reports to the Regional Sales Manager-Asia Region.

Education, Training & Experience

- Graduate of an Electronic/Mechanical Engineering or Technology program
- Have a minimum of 5-7 years' experience in the commercial BMS Industry
- Industry related, successfully completed training courses are considered assets

Skills and Competency Requirements

- Have the necessary computer skills to function in an office environment with the most up to date Microsoft Office products
- Sales managers must have the technical ability to explain product functions and have excellent communication skills
- Be able to multi task and work independently without supervision
- Business development skills with expertise in territory management and new business development
- Strong distribution and channel partner management experience and able to develop relationships with clients and customers, responding promptly and appropriately.
- Be a service-focused leader with regional and national sales experience and have been recognized for consistently meeting sales goals and developing new customers.
- Be able to provide leadership to area team to meets the company objectives



Preference will be given to applicants that can prove a successful track record in the sale of commercial HVAC products.

Please provide at least 3 reference names and email addresses of people who are very familiar with your successes. All references will be contacted for successful candidates.

Please submit your detailed resume outlining your recent experiences in the HVAC markets. Include copies of all diploma's and or certificates.

Only those who will be considered for the next step of the application process will be contacted.

Applications should be forwarded to Sima Eskandari, HR Manager
Eskandari.s@greystoneenergy.com