



## 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 Inc. 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 Regional Sales Manager – SEA (Malaysia) will be based in the Kula Lumpur and be responsible for sales and promotion of Greystone products in the assigned territory.

### Objective & Summary

- Create and implement sales and marketing strategies to achieve targeted product and market position for his assigned Business region.
- Works out feasible regional Business sales and expenses budgets and supports the accomplishments of them.
- Ongoing evaluation of the company's market share position in his assigned region.
- Recommend pricing strategies and sales policies for all sales channels in his Divisional Unit to Head of the Business Unit South East Asia.
- Support of the Sales- offices and Key Customers in the areas of Sales & Marketing, and product knowledge and application.
- Planning and active participation in national/regional shows.
- Coordinates his Divisional efforts and shares the best practice with other regional Business Managers within South East Asia.
- Coordination with the Communication department in the efficient use of communication tools and efficient printing of documentation and advertising materials.
- Leads proactively a team of Regional Manager and supports them by achieving the goals.
- Foster a proactive and professional working culture within his Business region and their customers.

### Requirements

- Major in Building Automation or HVAC engineering degree or above
- 10 years working experience in HVAC/Building Automation or related field
- Good command of written and spoken English
- Proficiency in computer operation and work-related applications (especially in MS Office)
- SAP and CRM knowledge of advantage
- Persuasive ability and ability to interface with customers and suppliers on a professional level
- Thinking and acting in consideration of networked structures
- Skill in evaluating risks and making decisions accordingly
- Good communication and interpersonal skills
- Willingness to travel

Greystone offers a competitive salary and incentive package with office and business expenses paid.

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

Please provide at least three (3) reference names and email addresses of people who are very familiar with your skills, abilities, and experience. 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 diplomas and or certificates.

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

Please send resume to the attention of:

James Goh  
Regional Sales Manager  
Phone: +65 6784 8281  
Mobile: +65 9667 6796  
Fax: +65 6507 4488  
Email [goh.j@greystoneenergy.com](mailto:goh.j@greystoneenergy.com)  
111, North Bridge Road #27-01  
Peninsula Plaza, Singapore 179098