



Vacancy Announcement for Lao Nationals: Sales Manager (Lao PDR) for



The European Chamber of Commerce in Lao PDR (ECCIL) has been tasked to identify highly qualified candidates for the above mentioned position.

Area of expertise: Sales
Location: Vientiane, Lao PDR
Organisation: Energy Management (EM), Medium Voltages & Systems (MS)
Mode of employment: Full-time only
No. of vacancy: 1

Main responsibilities:

- Identify and manage sales business activities in Lao PDR in the field of supplying Power Supply Solutions business, Medium & Low Voltage systems and solutions and services related business
- Accountable for securing business activities in the country with sales target set by management
- Co-operate with Siemens Limited Thailand (SLT), Siemens Germany and all other Siemens regions within the EM division and external stakeholders such as customers, users, consultants, EPC's and sub-suppliers
- Ensure and reach sales targets (EBIT, order intake and sales)
- Understand the marketing potential, requirements and customer needs, analyse and predict competitors. Develop and maintain sales activities for EM business in Lao PDR
- Negotiate contracts with customer for projects, handover to the project team
- Presentation to customer, support exhibitions / conferences and after sales services at certain level to gain customer satisfaction

Qualifications needed:

- At least 5 years of working experience in related area
- Understand engineering / commission of energy projects
- Sales lead in project acquisition and contract finalization
- International mindset, fluent in Lao and English

Skills and Personality:

- Business-, customer- and value-oriented
- Strategic Management, innovative leadership and intercultural sensitivity
- Collaborative, Influencer and team player

Expertise and Competencies:

- Market information, competition, trends and government regulations / policy
- Customer management and presentations skills
- EM MS equipment and solutions
- Risk and contract management
- Information technology and field-specific International Operational Standards

Only shortlisted candidates will be contacted. Please send your CV, copies of testimonials, expected salary and cover letter not later than July 31st 2017 to:

Mr. Philipp Glaeser
European Chamber of Commerce and Industry in Lao PDR
P.O. Box: 11781
Vientiane

contact@eccil.org