



PR/158107 | Wassp Business Development Manager – SEA

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505369

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:36

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Scope & Purpose:

The WASSP Business Development Manager – SEA, will be responsible for achieving sales and growth targets within the SEA region, providing business development and first line product support. It is expected that this role will require significant domestic and international travel within the region.

Product Concentration:

Initial focus will be developing **new B2B direct sales in markets such as Hydrographic, Survey, Offshore energy and Fish Farms, professional fishing.**

As part of the sales team, you may be asked to focus on markets outside Business Development Manager – SEA

WASSP Sales:

- Achievement of WASSP SEA sales and growth targets as per set sales targets
- Develop and implement clear processes for new market penetration, timeframes, projections, and sales targets in each market
- Report market responses
- Development of new markets/relationships using clear planning processes for market penetration timeframes, projections, and sales targets in each market
- Report against plans to identify options and adjustments required based on market responses

- Undertake travel as required to meet the demands of the role
- WASSP Product Knowledge
- Maintain and develop expert knowledge of all WASSP products and apply expert (end user level) knowledge with customers and internally
- Product introduction and updates
- Support roll out of new products and product releases in current and target markets

Product training:

- Sales targets achieved in each market
- Sales planning supports achievement of sales targets
- Reporting is complete accurate and on time
- Development of new markets/ relationships is in accordance with ENL strategy
- Measurement and assessment against plans and projections is reported on monthly
- Travel is undertaken as required
- Develop and maintain an end user level of knowledge across all WASSP products
- Distributors receive support as required
- Distributors and end users receive sufficient training
- Customer training is optimised through the development and implementation of training tools
- Provide efficient and effective infield Sales, commissioning and end user training to distributors and end users
- Develop and implement appropriate tools to optimize customer training
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After Sales Support:

- Conduct after sale follow ups with distributors and end users to ensure user optimization and overall satisfaction
- Utilize WASSP Support and the ENL Service Team to provide technical support as required
- Relationships with Key Customers/Distributors/Stakeholders/Suppliers:
- Establish credibility with key customers, distributors and stakeholders and suppliers through deep knowledge of WASSP, technology and markets
- Provide commercially sound options and strategies for enhancing the reputation and the development of business opportunities with these groups

Communication:

- Establish sound communication to channels to ensure the right information gets to the right people at the right time
- Provide well thought-out, concise and timely oral and written communication
- Keep all relevant people informed on progress

Compliance:

- Compliance with all the Company's policies and procedures
- Compliance with all Health and Safety procedures as defined by the Health & Safety at Work Act
- Work within delegated authorities

Other Duties:

- Any other reasonable duties as and when required by the Employer
- Follow ups are conducted. Products are fully functional, and customers are satisfied
- Technical support is provided and customers are satisfied with solutions
- Relationships support the achievement of results and effective working relationships within ENL
- Effective communication with customers/external stakeholders
- Team members receive the information required to do their job
- The company's policies and procedures are adhered to Health and Safety policies and procedures are adhered to
- This job description is not intended to be complete or limiting. In the course of employment with the Company the
- Employee shall carry out all tasks diligently, responsibly and with regard to the best interests of the Employer.
- The Employee shall follow all policies and procedures and keep all records required to be kept the Employee shall observe in all respects the directions and instructions given by the Managing Director or his nominee.

Company Description