



## PR/158256 | Sales Director HVAC, Refrigeration, Northeast and Southeast Asia

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1507258

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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

**The function and position**

Today the Region Northeast and Southeast Asia has an Order Intake of 80 M€/year over year with significant growth. This position will be part of the Regional Sales & Service leadership team reporting to the VP Sales & Service Northeast and Southeast Asia. In this function we need an experienced Leader with a clear strategic approach, highly growth oriented at expanding customer base in the HVAC, Refrigeration Market in a key global Region for the company. The candidate will focus on working closely with our customers, HVAC operators, Industrial & Commercial contractors and building relations across HVAC, Refrigeration vertical market (VM). A proactive approach is essential to reach our demanding growth targets combined with professional business planning and reporting. In this position the VM Leader will be offering a high grade of responsibility to provide customer access to the application engineering experts across the organization. Bringing in new customers and building relations with existing customers. Focus will be on field sales, acting as the face to the customer. The person will be a hunter instead of a farmer type. This position is located in Singapore or Malaysia.

**Overall Responsibilities**

- Owning the Sales Budget for the HVAC, Refrigeration vertical market and pipeline growths. You will be responsible to drive Order Intake, closing orders at assigned profitability targets,

develop and implement effective strategic plans.

- Collaborating with the relevant Solution Support functions and Marketing to develop a branding & positioning strategy on Kelvion's capabilities as a preferred Cooling Solutions provider.
- Monitoring competitors' activity with the account and ensures that appropriate response strategies are formulated and implemented.
- Giving input on market price developments.
- Driving application of standardized Marketing & Sales processes and tools (CRM system, account plans etc.) for the account.
- You will champion the company's commitment to fostering a culture where Compliance & Integrity is woven into the fabric of everything they do.
- Understanding the key business drivers of the relevant customer's business and business environment and interprets the impact and opportunity for the company.

**Expectations**

Well experienced HVAC, Refrigeration Sales Director focused on technical sales with a proven track record and min. 10 years' experience in a similar role.

Able to work in a matrix organization.

A Pioneering spirit and contributing to the building-up process of a sales organization.

Team oriented, able to identify what needs to be improved but also providing solutions.

HVAC, Refrigeration, Cooling Solutions segment knowledge.

Experience in the heat exchanger industry will be a strong plus.

**What you need to do now:**

Click Apply now to apply for this role or forward your updated resume [stephanie.yen@jac-recruitment.com](mailto:stephanie.yen@jac-recruitment.com) . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

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Company Description