

Job Announcement

Established in 2002, ATS is the one of the leading and fastest growing company in Cambodia designing, manufacturing and proposing energy distribution solution meeting the specific needs of the industry, infrastructures, energy, building and transportation markets.

Our product portfolio includes: Low and Medium Voltage switchboards (OEM), Busways, Distribution transformers, Automation solutions, Power electronics, Energy conversion and professional LED lighting.

To cope with the quick growth of our companies, we are looking for the following candidate:

Position: **Client Solutions Manager**
Report to: Division Manager (Electrical Engineering Services)
Location: Phnom Penh - Cambodia

Responsibilities:

To help us succeeding in this audacious strategy, we are actively looking to welcome a talented Client Solutions Manager for a permanent position. The responsibilities of the job include, but are not limited to:

1. Develop/Manage business plan that covers sales, revenue and expenses control
2. Identify and develop relationships with industry professionals to generate new business opportunities
3. Pitching products and/or services
4. Maintaining fruitful relationships with existing customers
5. Management of the sales executives and sales engineers team

Generating leads, day-to-day:

- Conducting searches (including web search and referencing, social media) to identify new project leads and potential new markets
- Attending conferences, meetings, and industry events. Socialization activities, in particular within the construction industry (project developers, architects, consultants, contractors...).
- Connecting with potential clients and identifying key stakeholders i.e. purchase decision makers and influencers
- Engaging in cross-Sales Activities, sharing market intelligence and support other sales team Members.
- Coordinating clients prospecting activities across all team members and produce project mapping.
- Log all new opportunities in the company's CRM

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Challenge of selling:

- Managing sales pipeline through the company's CRM system.
- Promoting the company and pitching company's products and services. Informing clients about new developments in the company's products & solutions.
- Developing quotes and proposals
- Negotiating and closing deals with clients
- Supporting marketing in preparing PowerPoint presentations, and other needed sales tools.
- Managing customer relationship and satisfaction in coordination with other departments (Supply chain, projects coordination, factory...)

Challenge of leadership and management:

- Produce yearly and quarterly sales forecast
- Organizing the activities and manage the performance of the sales team
- Developing sales goals and ensuring they are met. Conduct yearly individual performance appraisal
- Developing sales team through motivation, counseling and product knowledge education.

Skills:

- Socially adept
- Able to provide quality leadership to a growing team of salespeople
- Strong communication and IT fluency
- Creative talents and solution minded
- The ability to handle pressure and meet deadlines
- Skill in prioritizing works, business leads
- Attention to detail
- Excellent time management and organization
- Outstanding presentation and relationship building skill

Requirements:

- Bachelor's Degree required (Sales & Marketing and/or Engineer Degree or related is a plus).
- Technical sales experience (minimum of 5 years' experience) in the Construction or Energy industry or related to it with a successful track record.
- Broad and in-depth business background with a reasonable working knowledge of the technical aspects of design/build construction. A strong appetite to go through a quick learning process will also be considered.

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- Proven ability to establish profitable relationships with decision makers at companies and organizations.
- Ability to travel as needed.

Competitive Benefit Package Includes:

- Generous bonus program based on performance
- Transportation and phone allowance

Interested candidates should submit a cover letter and comprehensive Resume to the following email:
human-ressources@ats.com.kh & e-mail@ats.com.kh

All submission documents cannot exceed 1 MB.
Only short listed candidates will be contacted.

Deadline: Open

Contact Information: Ms. Chhun Rathana, Tel: 070 555 118

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