



Position: Regional Sales Manager

Location: Singapore

The Role

The ideal candidate will be responsible to achieve sales, profitability budgets and market shares targets by effectively leveraging on our global product portfolio. Heavy emphasis will be placed on driving the sales of our growing product line to reach new market segments and channels. The role will be based in **Singapore**.

Key Responsibilities:

- Develop sales and market share in Singapore, Riau Islands (Batam, Bintan and Karimun), Philippines and Guam with heavy focus on driving sales and profitability growth by leveraging our broad product portfolio and solutions.
- Support Industry Segment sales approach in a market place which includes world leaders in Offshore, Shipbuilding, Structural Steel, & Processing Plants.
- Create a plan to achieve sales targets through implementation of aggressive strategies to grow market share and increase sales.
- Manage distributor relationships with our channel partners. Identify and close knowledge gaps for key distributors and end users to ensure their Lincoln product knowledge is improved.
- Sell in a solutions based approach at the end-user level. Attend internal trainings to attain the necessary skills and technical knowledge for each solution roll out.
- Understand and leverage our global product sourcing options to best determine our most competitive and profitable product offerings for the market
- Drive customer service and sales improvement by leveraging resources in the Southeast Asia region to assist with delivering exceptional customer service and sales conversions.

The Candidate should have the following to be successful:

- Advanced knowledge and experience in technical sales with a focus on welding application.
- More than 5 years' experience in a senior sales role.
- Excellent interpersonal, influencing and presentation skills.
- Strong commercial acumen.
- Bachelor Degree in Engineering or Business related preferred.

What is on offer

A competitive salary package will be offered to the successful applicant. An engaging team culture, a supportive management team and ongoing extensive training and career progression opportunities are some of the benefits provided.

The Company is prepared to assist with immigration and the relocation process for the right candidate. The role will be based on local terms and conditions and will be based in Singapore.

If you are interested in the position, please submit your resume, and qualifications to:
Angeline Ling angeline_ling@lincolnelectric.com