Our Group of companies' aims to be Asia's leading provider of imported timber solutions and due to our strong growth during the last few years, we seek suitable and committed individual to be part of our team.

Position: **General Manager - Sales**

**Responsibilities**

- Responsible for the development and performance of all sales and marketing activities for the company covering Malaysia, Singapore and Vietnam.
- Developing and execute sales objectives and strategies, identifying and evaluating new customers, market conditions and competitive pressures.
- Identifying opportunities and making recommendations to maximize sales, increase margins and expand market share.
- Determine sales force account assignments, monitor and review sales performance, including goals achievement, margins, customer complaints and territory management.
- Accurately forecasts annual, quarterly and monthly revenue streams to include setting and monitoring of targets and achievements of results and to be submitted on a timely manner.
- Provides quarterly results assessments of sales staff's productivity.
- Overseeing Malaysia warehouse activities and monitoring stocks levels ensuring adequate stocks levels are in place.
- Development and implementation of proper sales and marketing training programs.
- Streamlining, development and implementation of sales and marketing reports for all countries with respect of customer visits, weekly and monthly reports, warehouse reports etc.
- Conduct regular meetings to include product training, sales ideas, and educational topics.
- Lead in a fashion that commands respect and motivates individuals to function at the height of their ability.
- Analysing and ensuring all offers from Procurement are made on best offers to the sales teams.

**Requirements**

- Minimum Degree in Marketing or any equivalent fields of study.
- Minimum 10 years working experience in wood working industry or its related field.
- Results oriented and able to lead a dynamic sales and marketing team.
- Possess good leadership, people management skills, positive working attitude and ability to foster good teamwork.
- Excellent communication and interpersonal skills.

Please submit application to rickyng@apptimber.com