



Join Our Team

SALES DIRECTOR ASIA

Location: Shah Alam (HQ), Malaysia

COMPANY OVERVIEW

APP Timber was founded in 1998 and is the largest European-owned Asian-based supplier of legally sourced imported timber products. We focus on delivering added value in providing material and service solutions to wood-related industries.

With our headquarters in Shah Alam, Malaysia, we run sales operations in five key markets: China, Indonesia, Malaysia/Singapore, Thailand, and Vietnam. We also serve other growing markets in Southeast and Central Asia. Additionally, we have warehouses in Shah Alam, Malaysia, and Semarang, Indonesia. Furthermore, we export Asian-made products to Europe and the USA.

Our VISION

"To be the trusted partner and customers' ultimate choice for legally sourced sustainable timber solutions."

Our MISSION

"To provide excellent service to global partners and be the market leader in timber and service solutions."

JOB DESCRIPTION

We are looking for a highly motivated and results-oriented Sales Director Asia. This role involves overseeing all marketing and sales activities for the Group. Your responsibilities include motivating and monitoring sales teams across Southeast Asia, coordinating sales operations, managing costs, and engaging with buyers and suppliers to ensure excellent customer service. You'll also be responsible for allocating annual budget resources.

In conjunction with your entrepreneurial mindset, your marketing and sales strategies will direct and support our organisation in maintaining customer relationships, generating new business, increasing staff productivity, improving service quality, ensuring sustainability, and meeting business objectives.

To succeed in this position, you should be a considerate leader and a confident decision-maker, helping our team members develop and be productive while driving profits upward. Ultimately, you'll contribute to the growth and success of our company.

JOB RESPONSIBILITIES

- Oversee day-to-day Asia sales operations
- Travelling with sales teams to meet buyers in Asia
- Developing and implementing growth strategies
- Training of sales teams
- Evaluate and improve sales staff's performance and productivity
- Create and monitor sales budgets, optimise expenses
- Prepare regular reports for the Group Managing Director
- Ad-hoc duties as assigned as and when deemed necessary

REQUIREMENTS

- Proven experience as a Sales Director or in a similar executive role, preferably in a sales-oriented company in construction-related industries with at least U\$25m turnover, operating multiple operations across Asia
- Degree in business management or a master's in business administration
- Outstanding organisational and leadership skills
- Experience in planning and budgeting
- Strong analytical abilities
- Excellent communication skills
- Problem-solving attitude
- Age about 35 to 45 years
- Good command of spoken and written English

WHAT DO WE OFFER?

- Competitive salary
- Team performance-related bonuses
- Attractive working environment, we believe in teamwork
- Five days work week

WHY JOIN US?

APP Timber currently employs about 45 staff in five countries. We believe in focusing on personal engagement and training (in-house & external) and your further development initiatives. All colleagues work closely and harmoniously as a team and are proud of being part of the APP Timber family, comprising people from different cultures, countries, races, and religions, including staff from Malaysia, Indonesia, Thailand, Vietnam, Germany and the Netherlands. Together, we make APP Timber "a great place to work".

Visit www.apptimber.com to learn more about our company, people, and work. Interested candidates should email their complete resume and a recent photo to hr@apptimber.com.

APP Timber Sdn Bhd

21 Jalan Utarid U5/11
Mah Sing Industrial Park
40150 Shah Alam
Selangor

