

JOB ANNOUNCEMENT

RMA Cambodia is a diversified company offering world-renowned brands. A global company with local engagement.

RMA (Cambodia) Group was established in 1992 in Phnom Penh, and has been gradually growing to offer a wide range of products and services starting from the automotive, agriculture equipment, heavy equipment for infrastructure development, special product like cleaning machine, engineering solution, car rental, leasing, and food services. With almost 3,500 employees, RMA (Cambodia) Group's operations extend throughout the country with more than 60 different offices and branches. It is a leader in sectors nationwide.

Right now, we are seeking potential candidates to fulfill the position as below:

Sales Manager (01 Vacancy) - to base in Phnom Penh

Key Responsibilities

- Act as a 'subject matter expert' in your area of expertise, sharing that knowledge with your team and colleagues.
- Ensure you continue to develop your knowledge and expertise through your own 'personal career development' and utilizing training and development offered by the company.
- Act as an advocate for the company, promoting it internally and externally. This includes creating and managing any social media to 'share, like and comment' on the company's published content.
- Commit to implement the "Official Job Commitment" Strongly.
- Co-ordinate with Marketing Department closely in term of sharing information and initiative idea to improve business.
- Enthusiastic for keep learning of company process and standards, technical knowledge, market knowledge, competitors.
- A key focus will be sales growth, ensuring that strong sales processes are in place. Key focus on workshop sales and wholesale channel.
- Working with Marketing Manager and General Manager in advising and taking the lead in suggesting and executing innovative marketing and sales ideas.
- Be a crucial part of a motivated management team, you will be expected to analyze and compile sales competitor market information.
- Working closely with all clients (internal or external) to ensure all orders are managed efficiently and agreed deadlines are achieved.
- Must comply RAMC - Sales Core Process
 - Prospecting and Enquiry Management
 - Welcome
 - Qualify
 - Product Presentation
 - Demonstration Product Experience
 - Agree the Sale
 - Keep in Contact
 - Handover

➤ Manage the Relationship

- Enthusiastic for keep learning of company process and standards, technical knowledge, market knowledge, competitors.
- Prepare daily, weekly and monthly report as required.

Education Knowledge and Requirements

- Bachelor's Degree in sale and marketing, or related field or higher level.
- Have Driver's license.
- 3 years in an Automotive Sales or equivalent experience.
- 2-3 year of supervisory / management level experience.
- Excellent in communication (Verbal, written, listening, and presentation).
- Well organized when working under pressure.
- Able to demonstrate problem solving with high quality independent.
- Change management skills, excellent team player, Training and Coaching skills.
- Excellent at Microsoft Office (Word, Excel, PowerPoint and Outlook email).
- Specialist in the report.
- Proven track record on a fast growing business and ability to sell to both technical and executive audiences and Networks.
- Excellent communication skills and good technical knowledge, coupled with a dynamic approach to sales and business development.
- Strong in sale analytical skill, well understanding of sale strategy and knowledge of business management.
- Excellent for both English (written, listen and spoken)
- Strategic thinking
- Problem solving
- Knowledge of business environment
- Team working spirit.

How to apply?

Interested candidates are invited to submit your updated curriculum vitae to: recruitment.kh@rmagroup.net or may also contact us on Tel: 017 735688 / 070 555 494 for inquiring or application.

RMA CAMBODIA No.27, Street 134, P.O. Box 55 Sangkat Mittapheap, khan 7Makara, Phnom Penh Website: <http://www.cambodia.rmagroup.net>