

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:

- To manage and grow a team of high effective sales personal.
- To schedule, monitor and manage the day to day activities of the assigned sales terms involved in the sales of all the products in SP on M.H units of business and others as updated from time to time.
- The role is focused on achieving a high level of customer satisfaction and repeat business with key performance indicators (KPI's) / Objective performance around sales targets and CRM/ Any system assign for responsibilities.
- The assistant sales manages is to develop relationships with the top level management of the identified organizations in order to be able to sell RMA Group associated products and services.
- To maintain awareness of new and emerging and the potential application on customer projects.
- Ensure we continually refine and develop our product portfolio, acting as a conduit back to management team providing knowledge and feedback of client required enhancements and future needs based on an extensive knowledge of our clients and their products.
- Possesses a thorough understanding of our capabilities.
- Maintain up to date knowledge of the principle/Suppliers/Competitor developments and technical advances.
- Identifying appropriate training and staffing requirement to meet both existing and future needs.
- Execute sales plan to target all products and target of prospects with view to developing ongoing relationships as a key supplier of customer.
- Preparation of quotations to all customers in line with company policy and directives. Ass sales Managers are responsible for all sale executives quotations and all will need an approval from General Manager.
- Work closely with admin team to provide solutions to customers that require these services.
- Preparation of operational, capital budgets and sales forecasts as required and activity striving to meet targets.
- Succession planning of responsible workforce.

- People management: responsible for the organization and performance of a growing team of sales personal.
- Be solution driven: Focus on finding the right solution for long term customer relationship development. Sell in the consultative sales solution manner with the partnering approach.
- Develop pricing models for competitor's models across the various industries we operate.
- Assist in the implementation and operations of Group projects and business as necessary.
- Meet and exceed sales volume key performance indicators (KPI's)/Objective performance as advised by Sale Manager.

Education Knowledge and Requirements

- At least 5 years experience in sales and marketing
- Leadership and Management
- Experience with machinery is the best
- Coaching
- Good in Problem Solving
- Planning and Organizing
- Strategic thinking
- Motivating Others

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: 017 735 688 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>