

Who We Are:

Dynamic, rapidly expanding company working in 10 Asian Countries is looking for a Sales Manager to drive sales growth in select SEA markets. The CoGri Group is a global force in industrial flooring. CoGri Asia Pacific is the regional headquarters and we are one of the top industrial flooring companies in Asia.



Job Title: Sales Manager
Reports to: General Manager or as designated
Based in: Singapore
Salary: Negotiable (base + commission)

Job Summary:

The successful candidate will be tasked with delivering sales of key CoGri Services in Vietnam, Thailand, Malaysia and Singapore. The Sales Manager should have extensive contacts in the regional logistics industry to supplement leads generated by marketing, repeat clients, referrals, walk inquiries and those generated by distributors.

Key Responsibilities:

- Drive and close sales of key CoGri services in select SEA markets
- Develop and implement sales plan, targets and reporting procedures
- Cost Estimating and proposal production
- Coordinate sales activities with marketing
- Follow up on leads generated through marketing
- Support regional distributors

Position Requirements:

- 5 years plus experience in Technical sales from the Logistics or Construction Industry
- Knowledgeable in legal environment, import/export procedures in regional markets
- Strong presentation and negotiating skills
- Solid written / verbal English communications skills, other languages advantageous

