



## THIELMANN JOBS

**THIELMANN - The Container Company** is the worlds leading provider of stainless steel container solutions. Our international team consists of more than 700 people, spread across 6 countries and is growing steadily.

In 2019 we established a permanent presence in the Asia Pacific Region and are looking for a experienced Sales / Business Development professional with a well developed know-how of the the F&B, Pharma, Oil & Gas, and/or Chemical Industry in Asia and Australia.

### REGIONAL SALES DIRECTOR – ASIA AND AUSTRALIA

Based in: Bangkok, Singapore or other APAC country  
Reporting to: Chief Commercial Officer

#### YOUR RESPONSIBILITIES:

As Regional Sales Director for Asia and Australia, you will be the cornerstone of our growth in the region and will be responsible for:

- Managing and Directing the local Sales Team present in the region to success
- Analysing and negotiating your territory strategy with the Chief Commercial Officer and the Leadership Team
- Responsible for the following product lines: Small Industrial Containers, Intermediate Bulk Containers and Tank Container Solutions
- Cultivating new major clients and forming working relationships with the right people at your target accounts
- Accurately forecasting sales, managing target account sales and close plans. Ensuring these are communicated and understood by the pursuit team.
- Participating and representing at major industry events seeking out new contacts.

#### YOUR PROFILE:

- Degree in Economics or Industrial Engineering
- Knowledge in metal transformation is favorable
- Knowledge in one or more of these industries: Food & Beverage; Pharma; Oil & Gas; and/or Chemical
- A minimum of 10 years in Technical Sales
- With a sound understanding of the diverse cultures across Asia, and ability to converse in any of the Asian language (Mandarin, Bahasa Melayu, Thai, Japanese, Korean) will set you apart
- Ability to travel 50%; Own vehicle

#### YOUR SOFT SKILLS:

- Excellent Leadership, Communication and presentation skills
- Someone who is ambitious and wants to take ownership of growing a new market
- Good change and project management skills
- Continuous improvement mindset
- Well-versed with working in a multi-cultural environment

#### WANT TO KNOW MORE?

If this sounds like the right opportunity for you or you want to find out more, please contact Raj Khemlani (Global Talent Manager) at [Rajiv.Khemlani@Thielmann.com](mailto:Rajiv.Khemlani@Thielmann.com)