



Vetrotech Saint-Gobain International AG is an international leader in the production of fire protection, safety and high performance glass for buildings and marine. Having grown successfully the market over many years, Vetrotech – with headquarters in Switzerland – has several production sites in Europe and overseas as well as sales offices and its own test laboratories for safety glass.

In order to achieve the sales targets and budget in the region of Singapore and few South Eastern Asian Countries we are currently seeking:

Sales Manager Taiwan (f/m/d)

Your duties:

- Customer support and key account management in the assigned region
- Close relation with domestic door and profile system suppliers - knowing their business plans inside and outside of their country
- Architectural consulting / presentations / specification support - proactive tendering
- Discover commercial opportunities and translate into testing & certification plans
- Sales approach based on demonstrating added value (CVP) and points of differentiation
- Active collaboration with (internal / external) technical support staff – based in India, Dubai and Europe
- Project acquisition and consulting with involved stakeholders
- Obtaining and exchanging project leads / information to prepare tenders
- Follow-up of quotations and routine reporting into CRM
- Preparation of / participation in events and trade fairs
- Claim inspections and complaint processing
- Acquire market intelligence and develop counter measures to competition
- Preparation and assistance for customer and internal training

Your profile:

- Bachelor degree in civil or mechanical engineering. MBA can be an advantage.
- At least 2-5 years' experience in sales of in architectural building products, preferably in glass or metal processing or in construction / building material products sector.
- Experience in working with government agencies (for specifications and approvals of products), specifying agencies, consultants, architects, general contractors interior contractors, specialty sub-contractors (glaziers, metal fabricators, etc.)
- Good (oral & writing) skills in English and Mandarin
- Good knowledge of CRM systems (and will to use such) and MS Office as well as experience in reading CAD or technical drawings
- Owner of a valid driving license (Cat. B)
- Customer-oriented selling personality with strong influencing skills, well-structured and independent worker with good planning abilities – and a team player!

Our offer:

- A position in the small, delocalized team in a very international, exciting environment.
- We let you make a difference with your knowledge – you can support our company with its continuous success

Interested?

Then please send your complete application to manish.sisodia@saint-gobain.com.