

WORK WITH US

TECHNICAL SALES MANAGER - HONG KONG

Vector Foiltec is the world market leader for transparent ETFE constructions and realizes innovative roofs and facades worldwide. We are constantly expanding our portfolio with technically complex, national and international Texlon® ETFE projects.

Due to the strong growth of our company, we are looking for a Technical Sales Manager in Hong Kong to join the Asia-Pacific Team.

Your Role will include:

- Supporting Developers, Government Bodies, Consultants and Main-Contractors in all ETFE matters
- Educate the industry on ETFE applications
- Focus on high-probability and/or high-profile projects in Hong Kong and Macao
- Promote Vector Foiltec as the worlds inventor and leader in ETFE solutions
- Ensure ETFE tender specifications are created and followed through with professional offers
- Support marketing and sales activities
- Market research and competitor analysis
- Ensuring all approvals to meet Government Bodies & Authorities' requirements
- Work directly with Developers, Architects, and Engineers from project conception
- Ensuring local targets and budgets are met
- Strategize and plan sales process management, forecasting, product development, market research, and brand strategy
- Analyse and study client's briefs to propose systems, price solutions, and possible alternatives
- Develop, coordinate, and present technical sales presentations and/or seminars
- Answer technical queries from conception to completion
- Always ensure harmony and great relations with Clients, Consultants, Main-Contractors and Vendors
- Work and travel as and when necessary to support clients and successfully win projects
- Give progress reports

Your Profile

- Experience in technical sales and support in the roofing and/or cladding industry
- Passion for structural and architectural excellence in building envelopes and roofing
- Ability to work independently and be innovative
- Work with integrity to represent Vector Foiltec position as industry inventor and leader
- Strong technical knowledge with commercial reasoning

We offer

- Competitive Salary with sales incentive package



Matthew Penrose

If you fit this profile, we would like to get to know you and possibly offer you an interesting position:

Your contact:
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or via email:
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