

**MOVE GROWTH.
MOVE WATER.
MOVE THE FUTURE.**



Sales Director & Business Development Kuala Lumpur, Malaysia

Major movements like globalisation, digitalisation and energy shortages shape some of our largest future challenges. Challenges that we are happy to accept and dive into. We understand the trends that influence our company and our business and act accordingly. By developing products and solutions we move not only water, we also move the future for people all over the world. As a pioneer in the pump industry we focus as much on our employees as on our high quality pumps. Those of you who want to be part of the Wilo will experience a constant flow of personal and organizational development as well as sufficient space for the implementation of own ideas. At Wilo you will move the future, for yourself and for others.

Your Tasks:

Your Profile:

- Analyze and monitor local market requirements and trends to provide feedback to the Group Director Sales Area and SEA product management.
- Define and carry out sales plan to achieve revenue and profitability. Define and monitor KPIs for sales team and initiate actions where necessary to improve efficiency and performance.
- Contribute to local marketing activities within area of responsibility with the cooperation of SEA and the Group marketing team.
- Ensure appropriate and timely solutions of commercial matters such as preparation of calculations and proposals and participation in tenders / RFPs with support from the Group Director Sales Area, where needed.
- Ensure that all customer requests are taken care of by CRMs and through internal coordination with respective departments to resolve requests and problems. Monitor and analyze customer satisfaction and feed back to the Group Director Sales Area.
- Develop and implement sales strategy for the area of responsibility area aligned with the Group strategy including market segments and product management.
- Build relationships with the key decision makers of the key customers within area of responsibility and conduct negotiations when required. Support Key Account Managers where necessary.
- Ensure proper project management of large / significant projects up to the time of delivery with the support from relevant functional departments
- Motivate and develop the responsible sales team and individual skills required for the business growth within the area of responsibility.
- Follow the diagnostic and the interactive control system with essential reports to keep the team agile and proactive
- Be a key contact in relationship with customers (existing and potential customers) and organize visits to customers and events, visits to central water utilities and industrial enterprises that are part of the federal holdings.
- Take an active part in the formation of technical tasks, questionnaires.
- Identify strengths and areas for improvement of the company's products in designated market segments; develop new proposals for the application of products in specialized areas.
- Develop business relations with large federal companies and industrial enterprises.
- Compile reports on the analysis of the pumping equipment market.
- Be a contact for customer relationship management (prospects and existing customers) by organizing customer visits and events.
- Ensure the correct and entirely input and maintenance of customer data into the country database.
- Conduct efficiency analysis of WILO distribution channels.
- Influence customers to install and specify WILO Products.
- Liaise with relevant departments of WILO to safeguard highest customer satisfaction.
- Carry out other job assignments of the supervisor.

- Deep understanding of a local market trends and specifics, business way of thinking;
- IT and technical knowledge on advanced level;
- Successful work experience in Sales and Business Development for at least 5 years with at least 3 years in similar position;
- Proven experience in people management;
- Solid experience in pumping or with other industrial equipment;
- Fair name among the customers and business partners.
- Degree in Engineering, at least Bachelor Degree is a must,
- Degree in Business Administration is a plus

Wilo offers many advantages as an employer:

- Global employer with family spirit
- Exciting & multifaceted tasks and projects

Send your application documents to:

WILO Malaysia Sdn. Bhd., Mrs. Angella Tan, D-03-09 Southgate Commercial Centre 2 Jalan Dua Off Jalan Chan Sow Lin, 55200 Kuala Lumpur, Malaysia, angella.tan@wilo.com

Contact details:

In case you have any additional questions, please feel free to get in touch.

Mrs. Tan,