

Opening Positions for Application and referral

ALCOA

CAREER OPPORTUNITY

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Alcoa Wheel & Transportation Products

Regional Sales Manager

Position code: 2009030

Report to: General Manager- Sales/Technical

Working Location: Singapore

No. of Vacancy: 1

Position Purpose:

- Grow sales of Alcoa Wheel Products in Southeast Asia region and Taiwan.
- Set-up a distribution network in Southeast Asia region and Taiwan to establish presence in aftermarket.
- Continue to strengthen business relationships with key OEMs in the region.

Core Responsibilities:

- Have direct accountability in achieving assigned sales target.
- Manage the relationship and sales of existing & new strategic distributors
- Look out for sales growth opportunities for Alcoa Wheel Products in the region
- Appoint new distributors in key growth markets
- Train new distributors' sales staff in their regions.

Basic Requirements:

- Educational qualification of university degree
- At least 5 years sales experience in related industry
- Independent / self motivated / focus on business growth
- Good communication & negotiation skills (internal & external customers)
- Good team player