

Sales Director APAC

Location: *Singapore*

Sector: *Utilities*

The company provides engineering and technical products to utilities, municipalities and commercial customers in selected key markets around the Asia Pacific region. Its pledge to customers is to deliver efficient and effective solutions of superb quality at excellent value. Their products and technologies are backed by a global support network of experienced customer service representatives, application engineers, field service technicians and more.

Ideally based out of Singapore they were seeking to recruit an experienced Sales Director to manage the regional sales organisation, develop strategy and implement plans for long-term growth of the business in the Asia Pacific Region including China.

The Sales Director would directly manage a team of regional sales personnel, and be responsible for overseeing the management of sales channels including manufactures representatives, distributors and also EPC contractors, consultants and municipal end-users throughout the territory.

The successful candidate would need to have a proven track record of sales and business development in a complementary sector across the region, having managed a diverse sales team and distributor network, selling into EPC and municipal customers. An in depth knowledge of the APAC region, particularly China was essential. A local candidate from an international organisation was preferred.

We undertook a search across the region identifying and contacting candidates both in China, Singapore, Australia and the Pacific Rim in general. A shortlist of five candidates - both local and expatriate - was presented to the company leading to a successful appointment.

