

Regional Sales Manager – Far East

JOB DESCRIPTION

(Release date 19/05/10)

Company Technical Profile

Thermoteknix Systems Limited is a successful, international award winning company which has been established for over 25 years. We pride ourselves on being a friendly and successful, hi-tech, innovative Cambridge based company, supplying a world-wide market. We are a medium sized company engaged in the design, manufacture and sale of hardware and software for the infrared industry.

Current major Thermoteknix designed products include PC image processing and application systems based on our infrared imaging and line scanning infrared cameras, sold directly and through our network of overseas agents. We also manufacture infrared cameras and cores for OEM third party system builders and integrators.

Candidate

Due to continued expansion, we are now looking to recruit an additional **Regional Sales Manager** to develop new business throughout the Far East and to maintain and enhance our existing customer base for that area. This position will be based in Singapore.

The following list represents a broad outline of the job. It is a specific requirement of the position that all procedures must be fully documented. These must be written for all aspects of the job each with an itemised list of task through to completion.

Your responsibilities will be:

- Supporting agents to develop their territories and obtain the highest possible level of sales for their range of Thermoteknix products
- Direct sales to end users where appropriate
- Quotations
- Marketing support
- Exhibitions
- Reports - to supply regular reports (details) on a monthly basis
- To visit or contact TTX HQ offices on a regular basis
- To meet targets set
- Support existing customer base

Work Profile

This post is likely to involve extensive and regular travel throughout the region and regular trips to Thermoteknix in England.

The role will cover the full sales cycle from initial inquiry through to sale, liaising with the factory, product supply, training, payment and support both direct to end users and through agents. The candidate will also need to be able to supply technical support to customers.

- Commission – sales commission is payable on net sale value (excludes agent/sales commission, shipping and commissioning). Commission is payable with wages in the month following receipt of payment from the customer (subject to you being currently employed by Thermoteknix on that date).
- Transfer of commissions from existing quotations will be done by mutual agreement on the basis of expected invoiced sales during the first 12 months following the three month probationary period.
- Lieu Holiday - for more than six hours on site or travelling abroad to a site, per weekend day (Saturday or Sunday), a half lieu day will be allowed. Lieu days must be taken within 4 weeks on return from each trip. No more than 5 leave days (whether lieu days or untaken leave days) can be carried forward to a following year. If there are more than 5 leave days to be carried forward, up to 5 days will be paid in lieu.
- Expenses - all appropriate expenses are reimbursed upon submission of the company expense form and receipts.
- Any additional tasks at the discretion of the Sales Manager pertinent to the job function.

Remote working

The candidate must be self motivated to meet and exceed sales targets and supply weekly updates to their line manager. There will be regular meetings in Singapore to support the candidate.

Academic Qualifications

We are looking for a candidate with appropriate "A" level or equivalent qualifications and a degree in an appropriate subject.

Experience Required

The candidate needs to be self motivated and should be able to demonstrate sound and relevant technical, sales and marketing experience.

Other

23 days annual holiday (3 days to be taken over Christmas) + public holidays

Lieu days

Long Term Service Awards for employees

Summer and Christmas company events

Normal working hours will be 37½ hours per week

The successful applicant will report directly to the Sales Manager

www.thermoteknix.com