

## Area Sales Manager - Singapore

**Looking for dynamic and dedicated colleagues?  
Want to work in the growing aviation industry?  
Representing leading brands?**

### **Is this what you are looking for?**

You may be our new colleague

In ITW GSE, we represent some of the world's leading brands within the aviation industry. Our vision is to supply the cleanest, most reliable and cost efficient Ground Support Equipment (GSE) to our customers. ITW GSE's corporate values and the dedication of our work force remain the cornerstone of our success, something that really differentiates us from other suppliers and increases the number of repeat customers.

### **Key Responsibilities**

From our Singapore office, you will manage our Line Powered range of products for selected markets in the Asia Pacific region. The job includes :

- Sales & marketing of ITW GSE Line Powered range of product to direct accounts as well as through distributors, to increase market share in the territory
- Business development: initiate & engage in new projects with direct customers or through distributors to grow the business
- Manage and lead distributors to the set annual budget
- Analyse and follow market developments (customer, competitors, trends, market position etc) and provide market intelligence from the field for planning sales/marketing strategy
- Provide sales forecast and monitor forecasted sales performance
- Participation in sales meetings, trade shows etc.
- Expect travelling 50-75 days per year

Competitive compensation and career growth prospects are available for the right candidate.

### **Key Requirements**

- Open minded, results-orientated person with a good personal drive
- Ambitious, proactive and passionate approach, able to keep a cool overview of major priorities.
- Good analytical skills as well as commercial and technical understanding
- Communication, presentation and persuasion skills, knowing how to focus on what is important.
- Proficient in written and spoken English. Other Asian languages would be advantageous
- Team player with a good sense of humor.

### Candidate Background

- Three to five years of experience in a technical sales within the B2B industry
- Relevant education within sales and marketing; e.g. Diploma in Business Administration Sales & Marketing (B Com University Level or similar)
- Ideally with previous experience:
  - in aviation business
  - promoting Ground Support Equipment (28VDC,400Hz, PCA &/or GSE Accessories)
  - in Asia Pacific
- Permanent address: Singapore
- Passport for travelling in Sales Area assigned

Does this match your next carrier step, send your application via mail the sooner the better. We hope than you can start in Q2 2017, but we will wait for the right person.

### CONTACT

Xavier CHARRONDIERE  
Regional Manager – AP&ME for Line Powered  
Mobil: +65 9129 8859  
Email: xc@itwgse.com



AXA Power, Hobart, Houchin, J&B Aviation and ITW GSE Military are all brands of ITW GSE. We focus on connections that are critical to aircraft. And on developing innovative products that add value. We are the market leaders and specialists, dedicated to what we are doing. And we are always at the forefront of the market trends. Not at least because we understand our customer's requirements. We are global with manufacturing facilities in the US and in Denmark, more local offices and a large distribution network that covers the whole world.

ITW GSE is owned by Illinois Tool Works Incorporated (ITW Inc.), a multi-national, publicly traded (NYSE) company headquartered in Glenview, Illinois with more than 90 decentralized business units in 56 countries and nearly 50.000 employees and a turnover above 13,6B\$.