

Position Description

Title: Regional Sales Manager - APAC
Location: In Region - APAC
Reporting to: Sales Director

Purpose of the role

The role of Regional Sales Manager, APAC (RSM, APAC) is a senior role with responsibility for the sustainable growth of sales within the Asia Pacific region for Enatel's Energy and Motive power product lines.

Key Success Outcomes will be -

- Development and execution of Sales Strategy for the APAC region
- Achievement of revenue, margin, & customer satisfaction targets for the APAC region
- Continuing development of our APAC Sales organisational capability
- Motivational leadership consistent with Enatel's and IDEAL's Values and Code of Conduct

Key Responsibilities

- Develops, manages and executes sales plans, strategies and goals based on growth objectives.
- Maintains and builds rapport with existing customers whilst actively looking for and pursuing new business opportunities.
- Provides accurate and timely sales forecast information and monthly reports.
- Ensures full and effective communication with Sales team members including regular team meetings to enable two-way updates, sharing of ideas and provision of support as required.
- Prepares proposals, quotations and tender responses as required. Presentations to end-users and prospects at customer meetings and events.
- Negotiates commercial agreements and appoint effective new business partners in appropriate markets.
- Monitors market dynamics (global and regional) including customer and competitor developments and works with the Enatel Marketing team to recommend appropriate strategies.
- Prepares an annual Account and Business Development Plan that aligns with and meets the objectives of the businesses Strategic and Regional Sales plans for the APAC sales function, including key prospects, markets, performance indicators and a comprehensive budget.
- Researches potential new markets and opportunities for Enatel products; providing recommendations to the Sales Director.
- Contributes to the development of business plans.

Health and Safety

- Ensures compliance with all Health and Safety requirements and that all Company health and safety policies are implemented. This includes ensuring any site safe risk assessments are provided to or carried out by Enatel when off site, as well as ensuring The Employee keeps themselves safe while travelling domestically or abroad, in accordance with all Enatel H&S and Company Policies.

Other Duties

- Completes any other tasks, projects or duties as required by Management from time to time.

Key Relationships

Internal	External
Senior Leadership Team	Existing Customers
Marketing	Potential and new Customers
Sales Operations	Channel Partners

Person Specification:

Essential Competencies	<ul style="list-style-type: none"> • Strategic Agility – Can anticipate future consequences and trends accurately, can create competitive and breakthrough strategies and plans and is future oriented. • Managing Vision and Purpose – Communicates a compelling and inspired vision or sense of core purpose, makes the vision sharable by everyone and can inspire and motivate entire teams or groups. • Drive for Results – can be counted on to exceed goals successfully. Steadfastly pushes self and others for results. • Action orientated - enjoys working hard and is full of energy for the things he/she sees as challenging. • Customer Focus – Is dedicated to meeting the expectations and requirements of internal and external customers. Establishes and maintains effective relationships with customers and gains their trust and respect. • Managerial Courage – Is not afraid to take negative action when necessary, provides current, direct, complete and “actionable” feedback to others. • Building Effective Teams – Creates a feeling of belonging in the team, defines success in terms of the whole team and fosters open dialogue.
Experience and Qualifications	<ul style="list-style-type: none"> • Minimum 5 experience in similar role and industry is desirable • Applicable tertiary qualification – Post Graduate qualification would be an advantage.