



Regional Sales & Business Development Manager - APAC

Location: Singapore

Job Description

1. Specification driven sales and business development in the APAC region.
2. Present to pharmaceutical, hospital, biocontainment and food facility clients, architects and consultants with a view to building a demand for Dortek products.
3. Using a consultative sales approach develop specifications in such a way that Dortek are sole specified on relevant projects.
4. Develop strong relationships with the major specifiers within our key sectors in order to ensure repeat business.
5. Build a strong sales pipeline to achieve sales targets.
6. Based in Singapore but with a sales area totally external to Singapore. Main focus – Indonesia, Vietnam, Thailand, Philippines, Australia, New Zealand.
7. Support Dortek's existing partner network, identify and build new partners.
8. Update customer data, projects and activities in the Salesforce CRM system.
9. Use the BCI sales lead database to its full potential and enter actions onto the Salesforce CRM system.
10. Ensure quotations, proposals and technical details reach our customers in a timely manner and follow up through to order placement.
11. Report on the CRM Sales Pipeline at the regular sales conference calls and video conference.
12. Work with the team of Dortek sales managers, estimators, project managers and designers to ensure smooth delivery of projects to our clients.
13. Give input into the planning of long term manufacturing and installation capacity.
14. Set up and attend various designated exhibitions throughout the region.

Requirements

1. Minimum 3 years relevant sales experience in construction or engineering sectors.
2. Experienced in liason with clients, architects and consultants.
3. Experience of specification driven sales in the construction industry an advantage.
4. Previous use of SalesForce, BIM and BCI an advantage

Salary

Based on relevant experience of the candidate.

Dortek Company Overview

Dortek manufacture a range of specialist hygienic door sets and automation systems.

We are the global leading supplier and pioneer of bespoke high quality GRP doors (glass reinforced polyester doors). We supply to the global top 20 pharmaceutical manufacturers and provide a total project management solution to door packages across Food Manufacturing, Pharmaceutical, Cleanroom, Research Laboratory, Hospital and Retail sectors internationally.

With over 140 years' experience of door specification between them, our dedicated in-house project management team deliver complex, bespoke door packages from initial design to final commissioning.

We complete over 800 projects per annum throughout Europe, Asia, US, Africa and the Middle East. In the last 10 years we have successfully completed over 7,000 projects, including doors, automations and interlocking systems with individual project values up to €2.5m.

All doors either meet or exceed regulatory standards for hygiene and are fully compliant with EN, BS and other local fire certification internationally. Dortek doors are energy efficient and made from 100% fully recyclable materials.

Dortek is recognized throughout the markets we serve for its commitment to innovation, quality and customer service. Over the last 40 years Dortek has manufactured and installed in excess of 200,000 door sets. Dortek has 7 worldwide facilities in Ireland, UK, Sweden, Singapore, Malaysia, US and New Zealand.

Interested candidates should contact: recruit@dortek.com