

## Job Description:

Job Title:	Business Development Manager - ASEAN
Department:	APAC Sales – Industrial Filtration Division
Reporting To:	President APAC Region (Straight Line) & CEO Filtermist (Dotted Line)
Location:	Shanghai, Hong Kong or Singapore, but other locations considered



## Mission Statement

We find it outrageous that millions of people worldwide work in environments where the air is heavily contaminated.

They deserve better and so do their employers, our customers. We are on a mission to help businesses everywhere clean the air with our knowledge and solutions to effect sustainable improvements.

It's not just about meeting rules and regulations. We know that clean air is key to healthy growth for both people and businesses.

**Absolent** AIR CARE GROUP

## Why Absolent Air Care Group...

Absolent Air Care Group is a global air cleaning company that provides customized solutions for industrial production processes and commercial kitchens. Our know-how and products enhance quality of life and enable better business performance.

Absolent Air Care Group has a head office in Sweden and operates its business in Canada, China, USA, UK, Germany, the Netherlands, Finland, France, Estonia, India, Switzerland, Sweden, Japan, Hong Kong, Italy and Norway. Direct sales of our air cleaning solutions are made through our own subsidiaries as well as through a network of carefully selected distributors in more than 60 countries.

Absolent Air Care Group consist of several of brands within the two business areas Industrial and Commercial Kitchen. Each brand has its own character and functions as an independent entity in its own field.

**We are Absolent Air Care Group**

### **Role description and responsibilities:**

Our APAC regional division covers the whole of Asia including Australia & New Zealand. Due to rapid growth we need to expand our team with a Business Development Manager responsible for developing business in South East Asia, primarily focussing on our Filtermist range of products sold via a network of distributors.

Working closely with the UK-based product support team, your role is to develop these non-direct markets, managing and adding distributors in order to meet sales and growth targets. You will also be responsible for forming and growing relationships with regional and international Machine Tool manufacturers either directly, or alongside the distribution network.

In addition, this role will also provide support for the general business development of APAC, including supporting the management with various reports and administrative tasks.

We are a fast-growing company with roots as an entrepreneurial company which is still a core part of our culture.

We are strong believers in team-work, so you will need to be prepared to work with a wide variety of tasks needed to develop our business in APAC as required.

To fit this role you must be fluent in English, both spoken and written, and used to using English as a professional language without any limitation. If you additionally can converse in a widely spoken regional language such as Thai, Japanese and/or Mandarin, this will be an advantage.

You must have a technical background, and have at least an Engineering degree or equivalent.

You will have an established track-record of being able to deliver sales results, particularly in distributor sales and channel management.

You have to be prepared to travel both around APAC and to UK & Sweden on a regular and frequent basis – the successful applicant has to be able to travel easily to and between countries in the whole Asian continent as well as Europe.

### **Experience & Personal Skills:**

- Excellent English verbal and written communication skills.
- Excellent interpersonal and negotiation skills with a proven ability to create and maintain positive working relationships with customers.
- Good knowledge of a widely spoken regional language such as Thai, Japanese and/or Mandarin is considered an advantage
- Excellent organisational skills and attention to detail.
- Experience of working within a large/multi-national organisation.
- Experience of working within a similar industry, predominantly Metalworking machinery and associated equipment
- Strong analytical and problem-solving skills.
- Proficient with Microsoft Office Suite or related software.
- Experience and strong track-record in channel management and distributor sales management
- Courage and integrity
- Entrepreneurial mindset
- Excellent communication, interpersonal- and networking-skills
- Genuine interest in developing new business using your technical skills
- Ability to work with people spread across different countries and from different cultures using English as professional language
- Engineering degree or equivalent qualification
- Team player with a strong drive and a positive attitude
- Willingness and ability to take on a wide variety of tasks as needed from time to time

### **Salary and benefits package:**

Competitive Salary – (dependent on experience)