

JOB DESCRIPTION	
Department:	Sale Automotive Division
Job title:	Chinese Key Account Sales Representative
Report to:	National Sales Manager - Automotive
<u>JOB RESPONSIBILITIES</u>	
<ul style="list-style-type: none">- Cover all Chinese customers- Prepare tour planning and visit 15 to 10 customers per day- Manage to open new customers per month- Develop competitive sales contract and business proposal for key customers- Develop self as a consultative partner by understanding of customer's business need and providing solutions- Maintain customer trust by analyzing customer feedback and developing solutions- Commit to achieve the company target setting- Other duty assigned by manager	
<u>JOB REQUIREMENT</u>	
<ul style="list-style-type: none">- Bachelor or higher degree in Sales and Marketing, Business Administration or related fields- Good at 4 macro of Chinese/English/Khmer Languages- At least 3years experience in Sales or Marketing, preferable to automotive car care division- Understanding of the sales process and dynamic- A commitment to excellent customer service- Superb interpersonal skills, including the ability to quickly build relationship with customers- Competency in Microsoft applications including Word, Excel, and Outlook- Performance and result orientation	

Job holder's signature

Manager's signature