



**ពោធិ៍ប្រកាស ផលិតផលប័ណ្ណស្ត្រីក & កេសដ្ឋៈ**  
**ម៉ូឌឺន ប័ណ្ណស្ត្រីក & ឆាកខេដ្ឋិច (ខេមបូឌា) សាខាទី១**  
**Modern Plastic & Packaging (Cambodia) Co., Ltd.**

MPP Group is an on growing organization with strong business set up in Cambodia. The group focus on plastics products manufacturing and retail business. We are also recognized as one of the leading trading company for bring good products to the Cambodia’s consumer market. We aim to enhance the quality of life for our customers. Currently we are seeking for talents to join our family and grow the business together. The position we are looking are as below:

**Sales Manager**

*Position Summary*

As Sales Manager, you will be responsible for leading the sales team to achievement sales target. Actively promoting and selling company’s products by setting clear sales target, identify potential clients and control the Profit and Loss of the sales department.

*Essential Job Functions*

- Lead and create comprehensive sales activities to increase sales volume.
- Monitor the daily work of sales executives and sales admin.
- Keep track of the sales activities of the sales team and constantly follow up the results.
- Generate business and promote company’s products to the market.
- Contact and visit new/existing potential customers and propose the products and/or projects.
- Create sales training for sales team to enhance sales skills of the team.
- Set up weekly, monthly meeting with sales team to track and improve the sales performance.
- Follow up business opportunities and maintain good business relation with new and existing customers.
- Set up sales visit plans and market survey around the country.
- Handle customers complains and act as example by following company policies
- Work with the team to implement sales strategies in order to achieve the sales target.
- Review Quotations, Bidding document, Acceptance document and other related document.
- Keep updating the product and business information.
- Submit monthly sales report to the management team.
- Conduct KPI review with all the sales subordinates in the sales team.
- Responsible for other tasks as assigned by management team.

*Essential Requirements*

- Bachelor’s Degree or higher in related fields
- At least 3-5 years working experience in sales and able to manage team members
- Obtain leadership skill and able to motivate team member to perform
- Fast and efficient worker, able to work under pressure and highly responsible
- Outstanding organizational and time management skills
- Proactive problem solver with result oriented mind set
- Willing to work hard and flexibility in working hours
- Ability to multitask and prioritize daily workload
- Able to travel to country side short notice and conduct business surveys around the country
- Good attitude and good interpersonal skill
- Good command of spoken and written English, Thai ability will be high considered
- Good in Computer literacy (MS Office – Word, Excel, PowerPoint)