



Job description Sales Manager

Cambodia

jobs@project-alba.com

At Project Alba, our vision is a world where all smallholder farmers and their families thrive in a sustainable way.

We are a dynamic, fast paced social enterprise. Our team is aiming to revolutionize support to small-scale farming, bringing dramatic improvements to agriculture and farmers income throughout the world.

To us, the focus is on the mission and we know how valuable our employees are to achieve our vision. Everyone at Project Alba is included in decision making and we reward people for their results, individual and collective.

Our model builds on contract farming with an innovative approach, proposing a partnership to farmers allowing them to strongly increase their income while we generate profits. As a social enterprise financed by public and private funds, we aim at financial sustainability and long lasting impact in the regions we cover.

Job description and Responsibilities

We are looking for a high-performing Sales Manager to manage our sales team, drive customer acquisition in existing channels in Cambodia. Additionally we expect the Sales Manager to develop new channels such as exports to neighboring countries and food processors.

The Sales Manager directly reports to the CEO and is a member of the executive team and as such participates to key strategic decisions for the company. His/Her responsibilities include :

- Managing the local sales team
 - Put in place the structure and hold sales representative accountable for managing their clients portfolio and acquiring new clients
 - Coordinate with HR to recruit talented sales representative, train them to increase sales as production increases
 - Provide guidance to the team to dispatch daily production accordings to clients priorities.
- Develop and innovate on sales tactics and expansion of sales channels
 - Test and implement new ways of reaching out to existing or new sales channels
- Develop and manage key clients relationships, both locally and for export markets
- Report on sales, revenue, forecasts to the CEO
- Identify emerging markets and market shifts while being fully aware of new products and competition status

Education and Experience

- BS/MS degree in any field.
- 3+ years of successful experience as a sales representative, Sales executive or sales manager, consistently meeting or exceeding target
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching and people management skills
- Good at relationship management, Strong negotiation skill, Good team spirit, Like travelling.
- Good English and Basic computer skill

Open for both International and Local Candidates.

Benefits

- Salary and compensation : to be negotiated, with a strong variable part, based on sales.
- Other benefits : Health and personal accident insurance
- Workplace : Phnom Penh with frequent travel to field offices and markets.

Process

- Position open until filled
- Please send your resume and cover letter to jobs@project-alba.com
- For more information, please visit www.project-alba.com