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Established over 20 years ago, Comin Khmere is the market leading Mechanical & Electrical (M&E) Engineering Solutions provider in Cambodia. We employ over 1000 staff within Cambodia in M&E construction projects, power transmission & distribution, M&E equipment maintenance and building facilities management as well as sales and aftersales of associated products and technology.

Comin has operations in several countries in the Mekong region and is part of RMA Group with diverse businesses in many developing markets within Asia and beyond.

Key Account Manager-Chinese Clients

Key Responsibilities

- Identify business opportunities, potential growth areas and prospects through his Chinese network and other Chinese sources.
- Develop and maintain business relations with the Chinese prospects and Chinese clients.
- Provide information on business opportunities to Management, Division Managers and other people involved in business development.
- Assist the Divisions, Department and Section Managers in negotiations and solving problems with Chinese clients.
- Monitor some specific projects.
- Help to secure some project tender.
- Help for sourcing some specific products.
- Raise CK brand awareness to outsiders.
- Monitor competitors' activities in business development.
- Perform other tasks that assigned by Country Manager/Division Manager.

Education Knowledge and Experience

- Bachelor Degree in Business Administration or equivalent.
- Above 5 years' experiences in sales/marketing and business development.
- Be able to work under pressure.
- Computer literacy, MS Office.
- **Native in Chinese**, fluent in English speaking and writing. Khmer is a plus.
- Negotiation and interpersonal skills.

Interested candidates are invited to submit CV & cover letter in English to ck.hr@comin.com.kh no later than February 10, 2018. You may also contact us on Tel: 095 666 901. Your application should include details of your current salary.

