



# JOB POSTING

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**DATE:** February 5<sup>th</sup>, 2019  
**POSITION:** Landscape Area Manager: Indochina, Thailand, Malaysia & Singapore  
**COMPANY:** Rain Bird South East Asia, PVT LTD.  
**REPORTS TO:** Regional Manager – South East Asia, Japan & Korea  
**WORK LOCATION:** Singapore

## Job Description & Responsibilities:

Area Manager responsibilities include growing Rain Bird sales ahead of the market growth rate, establishing & leading sales & marketing objectives, developing and managing channels of distribution and conducting customer training. Responsibilities also include the development & execution of a strategic plan for the region, and new business development. Area Managers work independently within a geographic territory, and are measured on revenue production and market share improvement. The successful candidate must be a sound presenter, results-oriented, and highly self-motivated.

## Key Responsibilities:

- Grow Landscape product sales ahead of the market,
- Develop and Manage the Distribution Channel in multiple territories,
- Grow brand and market presence,
- Identify and develop new business opportunities,
- Build and maintain strong relationships with Key Decision Makers, Influencers and Specifiers,
- Travel extensively within assigned territory.

The successful candidate must be a highly motivated individual, and a self-starter who thrives on challenges. High levels of commercial acumen and strategic aptitude will be key to success in this role, as will excellent organization and planning skills, and a keen ability to effectively manage competing priorities.

B2B Experience in the irrigation, horticultural, and allied industries will be a major advantage. The successful candidate must also have a demonstrated ability to build rapport and develop strong customer relationships, and should have a proven track record of delivering growth. The successful candidate will need to travel extensively, and deal with customers within a multicultural environment.

## Minimum Qualifications:

- Bachelor's degree, preferably in Business, Marketing, Management, or Landscape Architecture,
- 10+ years sales experience in direct field or product application sales,
- Aptitude for quantitative analysis, strategic and tactical thinking, and detailed planning
- Demonstrated ability to drive significant sales and market share growth,
- Excellent written, verbal communication, and presentation skills,
- Self-motivated individual with independent decision making capabilities, and the ability to work from a home based office,
- Demonstrated success in utilizing influencing skills to generate results from people who have no direct reporting relationship to this position,
- Good working knowledge of personal computers and commonly used business software (i.e. Word, Excel, PowerPoint, Outlook),
- Ability to travel extensively,
- Desire to grow within the organization, and willingness to accept new challenges.

## Desired Qualifications:

- MBA or similar Post Graduate Degree
- Experience in working within a multinational organization
- Irrigation Industry experience within South East Asian countries (including design and installation)

To apply, send resumes to **Ivonne Flores** at [iflores@rainbird.com](mailto:iflores@rainbird.com)  
For questions please contact **Laurie Walsh** at [lwalsh@rainbird.com](mailto:lwalsh@rainbird.com)