



Job title	Managing Director - Philippines
Reports to	Group CEO
Location	Manila, Philippines

Company Description

One of the top grocery delivery companies in Southeast Asia. Headquartered in Indonesia, they are rapidly expanding to bring the business to all countries in region. The company is aiming to be the most reliable service provider in Asia.

Job Purpose

Reporting to the Group CEO, the Managing Director is responsible for driving the administrative, financial and operational performance of the business. Provide effective leadership and staff management, led by example, to build and develop the business.

Duties and Responsibilities

- Prepare overall business development plans for the business. Lead planning and budgeting process to pursue both long term goals - create right positioning of the company in the market based on its' competitive advantages – and short term goals – to use opportunities that appear in the market to increase the sales volume.
- Manage and Implement the total sales process, from database development, prospecting, presenting, negotiating and closing with key decision makers of targeted accounts. Initiate and drive local marketing activities in close co-operation with the sales team.
- Develop a proactive approach to the market. Research and identify new markets and implement plans to achieve goals. Develop further relations with most important Key Accounts and develop new ones.
- Manage accounts including training, collaterals, performance monitoring. Aid in creating and developing key messages and collaterals for marketing campaigns.
- Strive for innovation and best practice in everything we do in a diverse and changing environment for positive business results.
- Contribute to an environment that embraces change opportunities and which is conducive to the achievement of high levels of professionalism, business continuity, customer satisfaction and business KPI's.
- Ensure the Sales Team meets the required sales performance targets and maintain accurate records of all incoming calls, sales calls, proposals, closed sales, and follow-up activities.

Candidate Profile

- Minimum 4 years' experience in a fast paced managerial environment, experience in a startup environment will be highly regarded.
- Bachelor's Degree or higher, with at least 3-5 years' experience in sales or business



development and account management, specifically for B2B & B2C sales.

- Excellent communication skills in spoken and written English.
- Entrepreneurial mindset with passion for sales. Enthusiastic, self-motivated, shows initiative and can multi-task.
- Honest, reliable and a commitment to strict confidentiality a must. Strong integrity and ethics.
- Excellent personal skills. Must be able to respond and provide support at all levels of the Company
- Strong organizational & time management skills; must pay close attention to detail

Approved by:	(on behalf of CEO)
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