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| Job title | VP of Regional Sales & Partnerships |
| Reports to | TBC |
| Location | Jakarta, Indonesia |

Company Description

One of the fastest growing logistics startup in Southeast Asia, striving to solve the last mile delivery problem via a multitude of strategic tie-ups and a cutting edge technology stack. They are a vibrant young team, bustling with ideas and innovation, and looking for a motivated individual to support their expansion in regional markets.

Job Purpose

Designing and executing sales strategies for the company's expansion into established and new markets. Train and manage regional sales teams, ensure coordination and consistency.

Duties and Responsibilities

- Formulate tiering and sales target plan for new markets including Vietnam, Thailand and the Philippines
- Refine sales tiering and strategies in established markets Singapore, Malaysia and Indonesia to ensure good product-market fit
- Analyze sales priorities in the region for optimal allocation of resources (HR, tech/product, marketing)
- Responsible for training and management of regional sales teams
- Conduct competitor and sector research to support business case development and external pitches for new revenue streams / entry into new market segments / innovative new solutions for existing clients
- Ensure internal coordination and strong feedback loops between sales, operations, and product, focusing on building a business and processes that can scale
- Support in monitoring, reporting and budgeting for sales
- Miscellaneous administrative tasks

Candidate Profile

- Familiar with South East Asian market
- Personable and a good communicator
- Self-starter with good initiative and persistence
- Proficiency in Microsoft Word, Excel and particularly PowerPoint
- Experience in coaching and training sales teams
- Fluent in English
- Consulting/Finance background preferred
- Willing to travel a lot
- Able to see through data and elaborate clear recommendations for improvement

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| Approved by: | (on behalf of CEO) |
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