

# Country Head, Philippines – Sales Organisation

- Sales leadership
- Based in Manila, Philippines

- Competitive Annual Cash Compensation + Bonus + Benefits

**ERLMS Limited is a professional management consulting firm specialising in providing Organisational & Human Resource Management Consulting, IT System Development & Solution and Executive Search services to companies worldwide.**

**Our client, a global technological solutions company with major presence in Asia Pacific, is seeking a Country Head to oversee and lead its Sales Organisation in the Philippines.**

## **The primary responsibilities of this role include:**

- Oversee the Sales Organisation in the Philippines with overall leadership responsibility of all strategic and operational sales, marketing and customer service activities of the country.
- Full accountability for the profit and loss and success of the Sales Organisation in the Philippines.
- Lead and support sales force and sales engineering team in planning, executing and monitoring sales related activities, strategies and programmes to achieve financial and strategic KPIs.
- Build, develop and enable strategic customer relations with existing customers, and identify and acquire new customers to support short and long term strategic business objectives, to achieve targeted financial results and to ensure continual success and growth of the Sales Organisation in the Philippines.
- Work closely with the sales and service teams to ensure excellent services are provided to retain existing customers and to attract and acquire new customers.
- Act as the Legal Representative and the Site Leader of the local Filipino entity; ensuring all compliances are met which include legal, ethical, financial and regulatory compliances.
- Create synergy, lead and integrate joint efforts of the sales, service and functional teams to achieve business objectives and financial results.
- Provide leadership to the local management team and foster a positive and productive working environment, which includes championing communication programmes with local employees on a regular basis.
- Develop a high performance organisation through effective leadership and people management practices, which include hiring, developing and retaining key talents for the organisation.
- Perform financial planning and orchestrates regular business reviews and plans with the Regional Organisation.
- Collaborate with the Regional Organisation and leverage functional expertise skills and teams to optimise business potential and build organisational capabilities.
- In conjunction with the Regional Organisation, lead and champion strategic initiatives and change management programmes.

## **KEY SKILL AND ATTRIBUTE REQUIREMENTS**

- Good experience in managing Profit and Loss and in overseeing and managing business operations.
- Good understanding of the local Filipino market and competitive landscapes.
- Strong sales and business development experience from within the engineering or technology environment.
- Strong understanding of how multinational companies work; experience working in a matrix and diverse environment highly preferred.
- Strong understanding and sensitivity to cross functional and cross cultural issues.
- Strong leadership and people management skills.
- Ability to command leadership presence and build strong organisational capabilities.
- An articulate and inspiring communicator; able to align people in positive directions and lead changes within an organisation.

## **WORK EXPERIENCE AND QUALIFICATION**

- Degree in Electrical/Electronic/Mechanical/Industrial Engineering or its equivalent. Preferably a MBA holder.
- A minimum of 13 years of working experience gained from within the electrical, electronic, telecommunication, IT engineering or industrial sector with core competence in Business Development and/or Sales & Marketing management.
- International working experience is a definite plus.
- Excellent written and spoken English and Filipino language.

**This is an exceptional opportunity to be part of a fast growing multi-national organisation with significant presence in the Asia Pacific region. Qualified Filipino candidates who are currently working away from home and who are looking to return to the Philippines are most encouraged to apply.**

**The Hiring Company would like to have someone on board as soon as possible. Interested candidates, please send in your application immediately.**

**To apply, please email your detailed resume with a covering letter explaining your suitability for the position to ERLMS Limited on [jane.foong@erlms.com](mailto:jane.foong@erlms.com). Please also indicate in the resume your current and expected salary packages.**

# ERLMS Limited

Management Consulting & Services

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