

# Manager-Project Management & Pre-Sales Support, Philippines

- Project Management, Technical and Pre-Sales Support
- 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, one of the world's leading and reputable technology companies with major presence in Asia Pacific, is seeking a Project Manager, Technical & Pre-Sales Support to market, promote and secure new sales across the company's full range of Enterprise Solution products and to meet/exceed sales and profit targets for the Philippines market.**

## **Reporting to the Managing Director, your primary responsibilities include:**

- Provide Engineering and Technical support to project and sales teams so as to ensure specific functions are carried out according to defined project specifications and to meet customer requirements.
- Lead Project Engineering team to carry out projects professionally and according to predefined plans, time schedules and budget.
- Provide support to Project Engineering team to ensure project timelines and budget meet customer's requirements.
- Ensure quality technical support given to field sales staff to enable them to answer competently to customers' enquiries.
- Evaluate new products and determine how each product will fit into overall market strategy.
- Provide product training to users and internal staff as and when required.
- Support Sales activities by acting as a technical consultant to assist in the preparation of project proposals, quotations and tenders to win new sales.
- Prepare monthly sales forecast for reporting and strategic planning.
- Liaise with the company's factories and be the main point of contact for technical and product application issues.
- Lead project engineers to carry out projects according to pre-defined schedule and budget and maintain high standard of work to maintain and enhance customer satisfaction.
- Develop cost reduction programmes to increase efficiency of company's products and services and overall market competitiveness.
- Provide software support to sales and end-users.
- Provide necessary drawings, layouts and single-line diagrams for submission to clients and authorities in order to get necessary approvals for smooth completion of projects.
- Perform competitive analysis of competitors' products and technologies, and develop strategies to increase competitiveness in the market.
- Keep abreast of changes that take place in the industry and understand the implications of the changes to the company and its overall business.
- Ensure sound understanding of the company's business objectives, customer requirements, products, services, operations and processes.

## **KEY SKILL AND ATTRIBUTE REQUIREMENTS**

- Mature and possess leadership qualities.
- Pleasant, co-operative, self-motivated, team player, creative, customer oriented and positive person.
- Possess good communication and interpersonal skills and able to interact with people of all levels.
- Possess good report writing skills and be able to convey information clearly in writing to clients and management.
- Basic understanding of electrical code of practice and standards used in Singapore (e.g. CP5, CP33, IEEE, G5/3, G5/4 etc).
- Good verbal and written communication skills.
- Possess a driving licence and preferably owns a car.

## **WORK EXPERIENCE AND QUALIFICATION**

- Degree or Diploma in electrical or mechanical engineering or equivalent.
- Minimum period of 3 years' experience in a technical support or engineering role for an industrial product within a sales and service environment.

**This is an exceptional opportunity to be part of a fast growing multi-national organisation with significant presence in the Asia Pacific region.**

**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 to ERLMS Limited on [executivesearch@erlms.com](mailto:executivesearch@erlms.com). Please also indicate in the resume your current and expected salary packages, a must please.**

**ERLMS Limited**  
Management Consulting & Services

All information collected is solely for recruitment purpose and will be treated in the strictest confidence.