

<b>JOB TITLE/ Chức danh:</b> <b>Director, Sales &amp; Marketing (South region)</b>	<b>Division/ Khối:</b> Sales & Marketing
<b>This Position Reports to</b> <i>Báo cáo cho:</i> Deputy Head of Sales & Marketing	<b>Positions Reporting to this Position</b> <i>Nhận báo cáo từ: SM, MKT Managers and S&amp;M Members</i>
<b>Summary of Duties/ Tóm tắt nhiệm vụ</b>	
<b>General Scope/ Phạm vi trách nhiệm</b>	
<ul style="list-style-type: none"> <li>- Lead the sales and marketing team of the Company and oversee all related functions under the department such as sales, marketing, strategy planning, etc.</li> <li>- Together with other related departments and the Management participate in the conceptual development of all real estate projects and align all sales and marketing strategies and activities with the project progress, schedule, and construction.</li> <li>- Advise the project development division and the Management of potential problems/issues with respect to time, safety, quality and cost of investment of real estate projects from market and customer perspectives.</li> <li>- Develop and manage annual budgets for the department; review periodic costs and productivity analyses, and financial reports.</li> <li>- Act as representative of the Company in interactions with various business partners, government and private agencies, funding agencies, the local community, and/or the public.</li> <li>- Develop and execute plans for all sales and marketing activities to achieve the sales targets.</li> <li>- Seek out and target new customers and new sales opportunities, initiate action plan to approach and secure new business for the Company.</li> <li>- Analyze sales statistics to determine business growth potential.</li> <li>- Provide leadership to the day-to-day operations of the sales and marketing department, while maintaining focus on the department's strategic goals.</li> <li>- Recruit, train and develop the sales and marketing team.</li> <li>- Establish performance goals for all staff in the department and monitor performance on a continual basis.</li> <li>- Be responsible for sales activities and to achieve sales target set by the company;</li> <li>- Participate in the sales planning and implementation;</li> <li>- Identify market segments through market research, in order to formulate and implement our advertising and promotion campaigns.</li> <li>- Active involvement in the co-ordination and execution of sales launches.</li> <li>- Motivate staff training highly and ensure good team works;</li> <li>- Build up our network of business contacts;</li> </ul>	

- Develop relationships with existing agents to maximize agent retention.

*Follow and implement the Environmental Management System (ISO 14001) and the Environment, Health and Safety Management System of the Company.*

**Essential Qualifications/ Trình độ chuyên môn**

- A good Degree in Real Estate or Marketing related qualifications;
- At least 10 years' experience in residential property investment and development. Understanding of Sales policy is essential.
- Preferable of Marketing background (80%) and Sales Management (20%)

**Essential Attributes (Knowledge/skills requirements)/ Những yêu cầu cơ bản (Kiến thức/kỹ năng yêu cầu)**

Having 8 - 10 years' experience, in which:  
+ Relevant experience in sales & marketing and;  
+ Managerial experience with credible real estate developers or international property consultants.  
- Excellent communication skills in both spoken and written English.  
- Good leadership and management skills.  
- Experience with a large-scale developer or leading agency is an advantage.  
- Strong PR and presentation skills.  
- Goal-driven individual and strong team player, with influence to develop and empower other team members.  
- Good working attitude and ability to maintain a high level of professionalism, integrity, initiative and excellent interpersonal skills in a high-pressure environment.

**Approval/ Phê duyệt**

**Accepted by/Chấp nhận**

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Date/Ngày:

<b>BENEFIT/ Lương, thưởng, đãi ngộ:</b> <ul style="list-style-type: none"><li>• 80mil - 115 mil</li></ul>	<b>WORK PLACE/ Địa điểm làm việc:</b> <ul style="list-style-type: none"><li>• Building A+, Dist.1, Ho Chi Minh City</li></ul>
<b>Level</b> <ul style="list-style-type: none"><li>•</li></ul>	<b>Ngành nghề:</b> <ul style="list-style-type: none"><li>• Real Estate Development</li></ul>
<b>Team size</b> <ul style="list-style-type: none"><li>•</li></ul>	<b>Ngôn ngữ:</b> <ul style="list-style-type: none"><li>•</li></ul>
<b>Ghi chú cho người giới thiệu (quan trọng)</b> <ul style="list-style-type: none"><li>• Yêu cầu Background strong at Marketing. Và làm được Sales Strategy &amp; Planning.</li></ul>	