



FOCUS-ON-YOU

FOCUS-ON empowers the market with robust solutions integrating smart control valves and high accuracy sensors coupled with powerful on-board diagnostics that convert device performance into information. This will enable the industry to optimize processes and build smart factories of the future while ensuring that process control is reliable and safe, thereby maximizing productivity and uptime.

FOCUS-ON is an agile organization built on the trusted groundwork of SAMSON and KROHNE, collaborating on cutting-edge technologies that bring together our decades of knowledge and experience in control and measurement of process media. With this, we envision to take a revolutionary leap in industry efforts towards 4.0 or IIoT (Industrial Internet of Things).

We are currently looking for creative, self-starting candidates to fill the position of:

Business Development Leader

Your Profile

As Business Development Leader, you will take charge and drive the growth strategy and development of our top line in South-East Asia (SEA) with primary focus on Singapore, Vietnam, Malaysia, Thailand, and Indonesia including support for Australia.

Of utmost importance in the role as Business Development Leader is establishing strong, long-term client relationships while supporting the customer and SAMSON/KROHNE regional offices through their journey with FOCUS-ON products from first contact to asset management.

Through mining for market insights and providing strategic recommendations, you will be the front-line support for the local team. You will help with the execution of our go-to-market strategy as well as the evolution and growth of our business in your region.

- **Personal:** outgoing, self-driven, motivated
- **Education:** Bachelor's in Science or business
- **Experience:** minimum 10 years' experience in business development and knowledge of control valves and/or measuring instruments.

We would like you to embody our company values:

- Work hard, every day to justify our reputation as an instrumentation specialist
- Bringing our technology to its full potential through a collaborative process of continuous improvement
- Empowering people with reliable, high quality solutions
- Valuing a family culture and the responsibilities that come with it.

How to Apply

Send us your CV @ HR@fon-p.com

Your Responsibilities

Strategy

- Identification of market and customer specific insights and translate into product solutions;
- Create strategic customer roadmaps and input on increasing penetration at target clients;
- Use internal data, along with market and competitor research, to help drive sales strategy and "hit the numbers";

Sales

- Maintain relationships with clients by providing support, information, and guidance on our products and their value proposition;
- Act as the liaison between customers and local sales teams;
- Provide product support to the sales team and customers;
- Visit customers with the sales teams and identify application-product fit;
- Maintain overview of project pipeline and opportunities in the company CRM tool;

Processes

- Drive the planning process for new business opportunities with prospective clients and align with internal support teams;
- Develop, communicate, and implement sales processes and practices in-line with business needs;
- Monitor and report monthly on sales performance metrics;
- Manage technical tools and platforms, including CRM while acting as coordinator for regional sales teams
- Organize monthly calls and quarterly business review updates with local sales teams.