

## JOB DESCRIPTION

### Chief Representative Vietnam

Ref. J073/WW/DC/C0108/2019

- Top 5 MRO.
- Customer focused.
- Develop a valuable relationship.

Our client is a large European maintenance repair organisation, with broad product portfolio of services. They have a significant presence in Asia and they are now looking for a Chief Representative based in Ho Chi Minh, Vietnam.

You are in the industry or can quickly adapt to build long lasting relationships with the customers. You can transcribe the pulse of the customer into a business requirement, and working across the company, deliver it to their satisfaction.

This is also sales and marketing and you will be supporting customer and corporate events in the region and the corporate sales team.

You are structured in making regular customer visits, identifying the key players, and developing and executing the communication plan. You will lead the review meetings and ensure the agreed deliverables are met and exceeded.

As person at the coal face in this region, you will prepare market analysis and insights and implement action plans to deliver corporate business goals.

This is the leading edge of aviation maintenance, so you will ideally already working in aviation or aerospace. You will have a solid reputation in sales and have business head. You enjoy making relationships and turning them into business requirement. You are comfortable working independently and also be part of a global team, in one moment a team member, and the next a team leader. Ultimately, you can deliver consistently. Be fluent in English and Vietnamese and if you can speak another European language that would be advantageous.

Look Forward to a career in leading edge aircraft maintenance and Act Now.

***Interested candidates please send your CV to [stepup@stepup.com.hk](mailto:stepup@stepup.com.hk) or visit the website <http://www.stepup.com.hk/opportunities.html> to submit your application. Candidates should submit their CVs with true, compete and accurate information.***