

DANMON ASIA LTD EXPANDS – IT'S ORGANISATION

Danmon Asia Ltd is a part of The Dan Technologies Group who is a privately owned group of companies and is one of the world's leading suppliers of audio, video, transmission products and digital media solutions, operating internationally from offices in Denmark, Sweden, Norway, United Kingdom, Germany, Vietnam and Dubai.

Danmon Asia Ltd representing leading international manufacturers from around the world within the Broadcast, Radio, Telecom, Cable, Satellite, IPTV, Internet TV, AV and Pro Audio Industries, Danmon Asia is able to deliver state of the art equipment and solutions based on the most advanced technology available.

The Danmon Asia Systems Integration activities cover a wide spectrum of operations ranging from designing, installing and commissioning studios, playout centers, news rooms and satellite systems, to the complete infrastructure of television and radio stations for major broadcasters and service providers worldwide.

We are currently in a very expansive time here in Vietnam and are in need to expand our sales management team.

SALES MANAGER – PROFESSIONAL AUDIO

We expect you to have an engineering background and some years' experience in the professional audio industry as in Installed sound, Live PA, music or Broadcast radio or TV and want to work in a dynamic work environment with many challenges.

You will operate from our Hanoi office. As Sales Manager in Audio / Sound technology, you are working both as a Sales consultant to our existing and new customers but also will be responsible for the Product Marketing co-ordination and building up distribution channels for certain Audio products.

You will manage the work pro-actively through visits, seminars, roadshows and exhibitions, phone and email. We are looking for a technical sales and marketing service-oriented and pro-active person with "high drive", and always have the customer's best interests in mind.

You see it as a challenge and a matter of course to reach the company sales and marketing targets and resolve all customer needs within the agreed time.

As a person you are positive and service minded. You find it easy to prioritize and cope with stressful situations.

- You will be responsible for sales and marketing activities for certain Audio Products
- You will work independently or in small groups with both own and joint Projects/Prospects and Product Marketing Activities
- You will be responsible for building up a reseller network and its revenue targets of certain Audio products.
- You will be responsible to work very close with the Audio manufactures product and marketing management team.
- You will be working in a technical environment that requires some technical skills and sales experience about PA/Live Sound, Conference audio systems, Installed Sound, Music Recording Studio and Broadcast Radio/TV audio equipment.
- It is a benefit if you have an engineering degree or equivalent from a technical institute with specialization either in the Electronics, Media Technology, Computer Technology and Microelectronics.
- It is a benefit if you have experience to build and develop reseller network and also to co-ordinate channel sales marketing
- You have good knowledge of English both in written and verbal.
- You will receive ongoing training in the areas that your work covers

Please send your interest application to the below contact:

Contact details:

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