



## **DANMON ASIA Ltd. EXPANDS.**

Danmon Asia is currently in a very expansive time and growth in Vietnam and we need to expand our sales team for Video/Audio, AV and Transmission products.

### **We need a Key Account Manager**

**We are looking for a competent and experienced Key Account Manager, who will be responsible for the sales of our product range within professional Broadcast, Audio and AV industry in South Vietnam. You will operate from our Ho Chi Minh office.**

We expect you to have many years' experience in the professional broadcast industry in TV, Post/Film Production and Transmission and want to work in a dynamic work environment with many challenges. As Key Account Manager 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, budgets and building up visibility and knowledge for certain broadcast products.

You will manage the work pro-actively through visits, seminars, roadshows and exhibitions, phone and email. You will also manage some of our major customer accounts. We are looking for a service minded strong customer relation builder, who understand technical sales and marketing.

### **Responsibilities / Key tasks**

- You will be responsible for sales and marketing activities for certain Broadcast and AV Products.
- You will work in a technical environment that requires good technical knowledge and knowledge of traditional Audio/video technology equipment, network / storage solutions, IP / TV, Transmission and streaming solutions.
- You will manage some of our major customer key accounts.
- You will work independently or in small groups with both own and joint Projects/Prospects and Product Marketing Activities
- You will be responsible for sales budgets

### **WE expect that:**

- You see it as a challenge and a matter of course to reach the company sales and marketing targets and bring the best out of yourself and resolve all customer needs within the agreed time.
- As a person you are positive, service minded and a full team-player. You find it easy to prioritize and cope with stressful situations.
- You are a pro-active person with "high drive", that always has the customer's best interests in mind.
- You have good knowledge of Vietnamese and English both in written and verbal.
- You have good computer and networking skills.
- You are well connected in the Broadcast industry.



- You understand commercial sale and budgets
- 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 Broadcast system solutions and also to co-ordinate channel sales marketing
- You are a good customer relation builder
- You are a true team player

### **Who we are**

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, Dubai and Spain.

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.

### **Please submit your application to:**

Danmon Asia Ltd

Attn: Bjarne Pedersen

E-mail: [bjarne.pedersen@danmonasia.com](mailto:bjarne.pedersen@danmonasia.com)