

# GSI GROUP



The GSI Asia Group, a division of GSI Group LLC, USA. The GSI Asia Group is handling more than 16 countries in Asia with recognized brand name as Cumberland, AP, Hired-Hand and Generation Structure. We have wide range or complete range of poultry and swine automated production equipment and prefabricated steel structure with stronger global reputation and also in Asia. We had built a solid customers based and market share in Asia thru our quality product and services since 1995.

In line with our business expansion, we invite competent and highly motivated individuals who wish to build a long-term career with us for the following positions which are available for immediate hiring:-

## **Asia Sales Director (Based in Penang, Malaysia)**

### **Job Responsibilities:**

- Responsible for providing leadership and guidance for the sales team and dealer organization, setting growth objectives and developing action plans that ensure that Company objectives are met.
- Develop and recommend short and long range team and dealer objectives for volume and margin growth.
- Plan and direct market and business development activities for the expansion of business in your designated area of operation.
- Coordinate Region operations with appropriate Company executives and managers in a matrix style activity.
- Be the leading executive responsible for the relationships with customers, dealers, and competitors in your region, and for the professional conduct of business in your region with these various groups.

### **Job Requirements:**

- BS in Engineering/Business or advanced Degree in Business/Management/Marketing is desirable.
- 10 years sales and marketing experience with a manufacturer of capital goods sold through dealer networks, preferably agricultural equipment and poultry related based.
- Experience in technical product sales, knowledge of production agriculture, distribution, and marketing would be an advantaged.
- Excellent interpersonal, communication and presentation skills with credibility in dealing with Director level prospects and clients.
- Able to travel extensively within South East Asia country.

Please write-in with detailed resume stating contact numbers, expected salary, and a recent passport size photograph (non-returnable) to:

The Managing Director  
**The GSI Asia Group Sdn Bhd (392746-V)**  
Plot 68, LPM 6, Phase 4, Prai Industrial Estate,  
13600 Prai, Penang, Malaysia.  
E-mail : yangoh@gsiasia.com  
Website: www.gsiag.com

(Only short-listed candidate will be notified)