

## Market Development Manager

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Company: ASSA ABLOY

Location: Australia

Category: other-general

### Market Development Manager, Abloy International

Are you an experienced strategic, innovative and “hands on” business developer with industry experience and deep technical know-how? We have just the role for you! Join our Abloy International team in APAC region as a Market Development Manager and enjoy a collaborative culture that empowers you to build a career you can be proud of. While our preferred location for this role is Singapore, we also welcome candidates from other APAC countries. Willingness and ability to travel as required.

### What you would do as our Market Development Manager:

You would report to the Abloy International Head of Business Development and be a member of the Abloy International Business Development team. Your responsibilities would include overseeing the ABLOY brand, business development, and sales growth within the APAC region.

You would also:

Develop and execute the regional growth plans to reach organic growth targets as outlined in mutually agreed-upon business plans.

Develop and implement commercial strategies and business activities to drive growth.

Identify and evaluate emerging trends and technologies that could impact sales and offering (VoC)

Coordinate the management of regional ABLOY key account customers, in close collaboration with the Southeast Asia sales unit and organization at various levels.

Create a market demand within the High-End Commercial segment and defined PEU verticals.

**The skills and experience you need:**

We are looking for someone who:

Holds a technical or business degree from a university.

Demonstrates a successful history of sales and business development within the Professional End User, Locksmith, and System Integrator/Access Control markets.

Demonstrates excellent communication and negotiating skills, delivered with diplomacy and firm conviction.

Has fluent command of English, both written and spoken. Proficiency in other languages is advantageous.

Ideally, possesses technical expertise in electromechanical products and digital solutions, including proficiency in software and mobile applications. Exhibits a comprehensive understanding of the value-sales process, capable of developing successful business cases and translating user information into compelling investment decisions that lead to order closures. This role is well-suited for a self-motivated, with the ability to plan and organize demanding workloads efficiently and effectively.

**What we offer:**

We're passionate about providing amazing opportunities and benefits, so you can continue and progress a lifelong career

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