

EEX Asia Pte Ltd is looking to recruit a Sales Manager - Asia



Sales Manager - Asia

This key role requires an individual of excellent caliber and with experience with commodity markets who will contribute to the EEX Group's continued growth in Asia.

Your Tasks

- Proactive pipeline and account management of prospects and clients in freight, environmental, power and gas markets across Asia
- Onboarding of new members and traders in Asia
- Coordination of tasks within the regional Sales team as well as EEX Group functions
- Execution of "new customer" and "customer maintenance" development plans according to regional KPIs, including periodic reporting tasks to EEX Asia and EEX Group
- Participation in the development of new products and markets

Your profile

- At least 3 years of professional experience related to the trading and clearing of commodity derivatives
- Relevant educational background in business / finance preferred
- Excellent presentation skills and contacts in the commodities trading community in Asia
- The ability to work independently to deadlines and coordinate tasks internally and with external partners
- A motivated individual who is willing to learn and has excellent negotiation skills
- A good character who can positively contribute to a good team spirit
- Accountability for own sales pipeline and trading results
- Perfect command of written and spoken English; ability to write and speak any Asian language a bonus
- Ability to travel for work

We offer you

- The opportunity to be part of a successful Sales team in the commodities industry
- A pleasant atmosphere in an international team
- Continuous training offers for your personal development
- Attractive compensation and benefits package
- Bespoke onboarding plan