

Job Description

Title: *Managing Director Asia* _____ Cost Ctr: _____

Work Location: ASIA _____ Position Status: Full-time Part-time

Division & Department: Sales and Business Development _____

Position Reports to: Senior Vice President Sales and Business Development _____

*****This role be based in Asia (preferably Bangkok, Thailand) *****

JOB SUMMARY

The Managing Director, Asia relies on knowledge of and strong experience in senior sales positions to develop and oversee sales in Asia to Governments and Corporates. This job requires a strong solution sales background, preferably to Governments and oil and gas or energy experience and the ability to work independently with little supervision is required.

The Managing Director serves as the Authentix lead sales person in Asia and serves in a key role that is critical to the company's success. In this capacity, the Managing Director is responsible for building sales opportunities and managing existing base business. This individual must work closely and effectively with the O&G functional teams and divisional technical support teams to assure Authentix is well positioned to achieve sales success measured against the regional objectives agreed with the SVP. The Managing Director is also responsible for nurturing and maintaining the relationship with Authentix customers, intermediaries and local business partners in the region to help the company meet its revenue commitments

SUMMARY OF ESSENTIAL JOB FUNCTIONS

The essential functions listed below are representative of the functions that must be performed in order to satisfactorily fulfill the purpose of this job. Additional functions and duties may be assumed or assigned from time to time.

- Lead sales in Asia region for Oil & Gas.
- Meet defined revenue targets for the region agreed with SVP.
- Working with SVP agree an annual sales plan and objectives.
- Develop and execute a regional sales strategy.
- Responsible for all Customer Relationship activities in the region.
- Establish and maintain relationships with senior level customers including Governments and prospects.
- Evaluate and qualify new deals.
- Lead the Authentix bid response process for deals in the region.
- Manage network of agents and partners in the region.
- Provide regular sales, customer and market intelligence updates in the form of written monthly reports on SFDC and via Holden Sales Tool.
- Manage your region for compliance to corporate principles, values and policies.

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KNOWLEDGE, SKILLS AND ABILITIES

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skills and/or abilities required to satisfactorily perform the essential functions of this job.

- Sales leadership and management
- Solution sales abilities
- Customer relationship management
- Teaming and collaboration
- Effective and timely communications

SPECIAL REQUIREMENTS

- Preferably an Asian language as a first language and fluent in English
- Approximately 60% [domestic/international] travel required

COMPANY VALUES

All Authentix employees are expected to embrace our Company values in the performance of their respective tasks and duties.

Always with *integrity*.....Authentixians value:

- Teaming and collaboration
- Advancing science and technology - for a better world
- Dedicating ourselves to our clients' success
- Competing and winning in the marketplace

WORK REQUIREMENTS

The work environment characteristics are representative of those an employee encounters while performing the job. Authentix is committed to complying with all applicable provisions of the Americans with Disabilities Act (ADA), the ADA Amendments of 2008 and all applicable state and local laws concerning disability accommodation. Reasonable accommodations will be provided to individuals with known physical or mental disabilities if such accommodation would not impose an undue hardship on the company, and would enable the individual to apply for, or perform, the essential functions of the position in question.

Environment: Work is performed primarily in a standard [*office/warehouse/lab*] environment. Employees may work under the stress of regular interdepartmental interaction and pressure to meet various deadlines.

Physical: Essential functions require sufficient physical ability and mobility to work in an [*office/warehouse/lab*] setting. While performing the duties of this job, the employee is frequently required to stand and/or sit for prolonged periods of time; must be able to hear and verbally communicate in order to exchange information in person or over the phone; to occasionally stoop, bend, kneel, crouch, reach and twist; to lift, carry, push and/or pull up to 25

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pounds of weight; to operate office equipment requiring repetitive hand movement; to occasionally travel to other locations using various modes of private or commercial transportation.

This role be based in Asia (preferably Bangkok, Thailand) .

We off our employees' competitive pay and great benefits! (Medical, Dental, and Disability) Insurance: 401 K Vacation, Holidays, and Sick time)

Send resumes to human.resources@authentix.com

No agencies please.