

JOB TITLE : ASSOCIATE DISTRICT MANAGER

To be posted under : Ecolab Sdn Bhd

Location : The Pinnacle, Sunway, Selangor

Responsibilities

Reporting to District Manager for Pest, the associate district manager will learn and perform the district manager job tasks and responsibilities.

Essential Duties and Responsibilities:

- To provide support and managing the business within a district to achieve sales and expense budget by helping develop and lead a team of service specialists.
- Supervise a number of assigned service specialists and will be responsible for coordinating district cleanouts, ensuring service excellence, servicing open routes, and training new and existing associates, pursuing sales opportunities, and performing quality assurance visits.
- Participates in recruiting, selecting, coaching and the performance management process as part of your development.
- Upholds company culture and policies to foster a safe and respectful work environment while ensuring protocols and procedures are followed.
- Responsible for providing leadership to increase sales in our core segments including Full Service Restaurants, Food & Beverage Manufacturing, Hospitality, Quick Service, Food Retail, and any new additional service programs.
- Provides leadership and development to Sales Development Managers to maximize their sales potential
- To help the division accomplish its overall annual sales goals.

Requirements

- Degree in related field or equivalent
- Demonstrated a minimum of 2 years' successful management experience in the pest industry, hospitality/hotel, restaurant, service industry business or equivalent
- Preferably with commercial and industrial sales experience
- Experience in managing service team would be an added advantage
- Candidate must be result driven and customer focus
- High integrity & trustworthiness