

Integra Metering Asia Pte Ltd is a subsidiary company of Integra Metering AG, Therwil Switzerland. The company is established to supply the water flow meters and Thermal energy meters for Residential & Commercial building management and water consumption monitoring applications in the process industries.

Due to company expansion, the following position is opened for application:

## **Assistant Manager/ Associate, Technical Support and Sales (Singapore Based)**

### Job Description:

- › Providing technical services for our company products and resolving technical queries from customers.
- › Supporting the installation and commissioning of products (Energy, Flow Meters and Related Devices and Software).
- › Managing local teams/contractors/technicians for product installations/upgrades.
- › Handling customer queries/issues via in-person visits, phone, or chat applications.
- › Actively assisting pursuing sales leads, creating sales opportunities, and closing sales deals.
- › Liaising with the Product Manager and Technical team to provide information on new applications and products to customers, as required.
- › Network development and expansion within the Southeast Asia region.
- › Providing end-to-end support for all sales management activities from pre-sales to bidding management, during-sales, and post-sales structured supports
- › Continuously monitoring on ground competitor activities, market shares, products, and applications.
- › Manage and maintain delivery orders while performing regular monthly and annual inventory checks.

### Requirements

- › Commissioning, technical troubleshooting and Sales support for flow / BTU/ any other type of meters and/or Strong relationships in HVAC market.
- › Prior Quote and tender filing experience/willing to learn.
- › Strong IT skills, capable of providing product and software demos/explanations to customers.
- › Proficiency in MS Office and CRM systems.
- › Excellent interpersonal, customer service, and communication skills.
- › Strong analytical skills to identify trends and sales patterns.
- › Planning, organization, and problem-solving skills.
- › Advanced time management skills.
- › University degree in technical fields such as Electrical, Mechanical, Instrumentation, Hardware, or related field.
- › Sales Management education is a plus.
- › Interest in the HVAC, District cooling, Energy Metering sector with a willingness to keep up to date with industry trends, regulations, and legislation.
- › 3 years of working experience as a Technical Support Manager, Sales Manager, or relevant position in Metering or related business
- › Ability to diagnose hardware/software and troubleshoot technical support issues. Good oral and written communication skills.
- › Ability to prioritize and manage tasks.
- › Excellent time management and problem-solving skills.

Contact Undersigned for Application Submissions:

Kartavya Atri

Manager-South East Asia

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