



## **Ref. SMASIA2015      Regional Sales Manager - ASIA**

DeepSky Corporation Limited, a dynamic company based in Hong Kong, is a very innovative start-up committed to developing next-generation active pixels, high resolution and scalable, video display products. These novel screens, 2 to 30m<sup>2</sup> in size, fill the gap between large LCDs and LED video walls and allow many novel commercial and architectural applications.

Deepsky's LED screens combine a novel electronic design and a dedicated manufacturing process to offer its customers a revolutionary video experience.

Deepsky addresses three global and booming markets:

- Digital Out Of Home (DOOH), covering all advertising applications in public places (transportations, billboards, place-based...) where digital versus static signage has proven its ability to increase revenues by 5 to 10 times. Deepsky has already contracted with some of the worldwide leaders.
- Retail industry (shops, casinos, malls...) where being digital has become paramount
- Pro-video: control rooms, corporate communication, event

The company is growing at a fast pace and the executive team is now looking for a Regional Sales Manager to structure and develop the commercial activities in the Asia area (Hong Kong, Macau, Taiwan, Singapore, South Korea).

### **THE JOB**

In direct collaboration with the Global Head of Sales, the right candidate will have the responsibility to :

- Identify sales targets and strategic partners
- Establish business relationships with customers and digital display integrators
- Structure the commercial activities in the area, hire and lead a local sales team
- Participate in the redaction of commercial proposals
- Negotiate prices and conditions with customers
- Meet sales objectives
- Attend international trade-shows

The candidate will have opportunities to travel abroad (Asia, Europe, USA) for commercial meetings and trade-shows.

### **REQUIRED SKILLS**

- Bachelor or Master Degree holder
- Minimum 3 years experience in B2B Sales
- Understanding of the digital display industry
- Interested in new technology
- Good problem solving and presentation skills, able to work independently as well as in a team work environment
- Proficient in English