

# Regional Product Training Manager

## Role Summary

Working closely with the Regional Marketing Manager, the incumbent is responsible for all product training activities and coordination, supporting the Company subsidiaries in Southeast Asia (“the region”) in:

- Managing all aspects of product training
- Assuring the adequate level of preparation of Technical Service, Marketing and Sales Departments
- Developing and maintain all the product training assets, to be used by both internal and external audience
- Supporting and assisting the Regional Marketing Manager and each subsidiary in the region in related areas to meet the area objectives

## Role Responsibilities

- Train product knowledge and selling skills to Sales Teams, Technical Support and Marketing Teams and external Partners / Customers (SIs', Contractors, Consultants, Distributors...)
- Develop adequate training modules / programs for the region, linked to verticals targeted, in line with regional marketing strategy, marketing calendar and local priorities
- Develop and execute the Annual Training Calendar for the region
- Complete event organization, in collaboration with local experts or Group colleagues
- Participate in and support the different countries' initiatives such as seminars, conferences, customers events
- Develop and implement training and education materials
- Plan and organize all that is needed for training: materials and handouts, samples, display board, pedagogical panels, and make sure every country is well equipped
- Work closely with Marketing and Communication Team to recommend, develop and implement the adequate tools (brochures, technical guides, digital supports like videos, tutorials for Social Media, etc...)
- Develop platform for training material, in collaboration with Communication Team, and promote on-line training, webinars and e-learning modules
- Work closely and liaise with Group SBUs and BDMs to have always the most updated database of supports for all product lines and countries needs
- Proactively provide feedbacks from the Teams to Regional Team (Marketing, HR, GM, Country Managers) when relevant.
- Budget: Responsible for managing and monitoring carefully the budget allocated. Work every year in the budget process in order to define training budget, actions, and resources needed.
- Collect best practices across the region and share proactively in order to save time and make efficient use of resources.

## Key Performance Indicators

### Short/Mid-Term

- Assessment of Southeast Asia area in terms of knowledge and technical needs by Country / Departments
- Assessment of training tools for business priorities of the area and actions to complete what is needed (e.g. PPT, sample boards, etc)
- Prepare training calendar for the area (using internal expertise and Group resources) for internal and for customer based on countries' feedback
- Prepare budget proposal

### Long-Term

- Develop new tools for training (videos, webinar modules, e-learning, etc.) and platforms for file sharing (database, community, tutorials, etc.)
- Help Technical Support in developing useful tools (e.g. quotations, configuration tools, etc.)
- Organize events and seminars for external (customers, SI, consultants, etc.)

### Stakeholders in the Region

- Sales, Technical Support, Marketing and Communications Team
- Country and Area Managers
- Regional Marketing Manager
- Strategic Business Unit

### Profile - Role Requirements

- Minimum Bachelor's Degree in Marketing / Engineering / Business with 5 years' direct experience in similar training capacity
- Preferably technical background in Home Automation, Hotel Solution, Structured Cabling or Power Distribution
- Demonstrated success in planning, implementing and executing training programs
- Excellent coordination skills – able to prioritize and get results
- Solid Presentation and Analytical Skills
- Strong communicator, able to lead training classes, seminars, conferences
- Independent, mature and self-motivated with a positive attitude
- Team player with good interpersonal skills
- Pro-active and engaging personality
- Well-versed in MS Office (Excel, Access, Powerpoint, etc.)
- Fluent in English (written and spoken)
- Able to travel extensively within Southeast Asia

### Conditions

- Bangkok
- Thailand local contract

Interested candidates, please send application to  
[employment@francothaicc.com](mailto:employment@francothaicc.com),  
Only shortlisted candidates will be notified.