



REGIONAL SALES MANAGER (M/F/D)

Career among experts.
Work environment: anywhere where there is water.



We are SCHOTTEL, a global leader in the manufacture of steerable propulsion systems for ships and offshore applications. Since our founding in 1921, we have been developing, designing, and producing azimuth and complete propulsion systems with power ratings up to 30 MW for vessels of all sizes and types.

Our clients' ships navigate all seven seas, and we are there wherever they go. Across the globe, we support our partners with unmatched quality of our propulsion systems, our expertise, and the exceptional problem-solving skills of our service professionals. With over 100 sales and service locations worldwide, we maintain close proximity to our customers.

We are now seeking a **Regional Sales Manager** with a drive to exceed targets and a passion for growing our business. As part of our continued expansion in Southeast Asia—one of our most dynamic and strategically significant regions—we are looking for an experienced and highly driven Senior Sales Manager to further strengthen our market presence.

This is a high-impact individual contributor role, offering substantial autonomy and direct influence on SCHOTTEL's commercial success in the region.

As Regional Sales Manager, you will take full ownership of sales activities for new equipment, retrofits, spare parts and services across Southeast Asia. You will identify opportunities, build trusted relationships, drive growth, and represent SCHOTTEL as a strategic partner to key stakeholders including shipyards, vessel owners, operators, and technical consultants.

Key Responsibilities

Business Development & Sales Execution

- Drive growth across the Southeast Asia region by identifying new customers, market segments, fleet opportunities, and upcoming shipbuilding or conversion projects.
- Lead the entire sales cycle - from first contact and technical-commercial discussions to contract negotiation and closing.
- Monitor competitors, market trends, and customer requirements to strategically position SCHOTTEL's portfolio.

Key Account & Stakeholder Management

- Strengthen relationships with shipyards, fleet operators, designers, consultants, and authorities.
- Maintain high engagement with decision-makers and build long-term trust.
- Promote SCHOTTEL solutions through visits, presentations, seminars, and participation in regional events.

Strategy, Planning & Reporting

- Contribute to commercial planning, budgeting, and forecasting for the region.
- Provide accurate pipeline reporting, sales insights, and market intelligence using Salesforce and internal tools.
- Support the Sales Director in shaping regional business strategies.

Internal Collaboration & Project Coordination

- Work closely with technical teams, operations, service, and global sales colleagues to ensure alignment of specifications, pricing, delivery capabilities, and customer expectations.
- Coordinate engineering clarifications, technical proposals, risk assessments, and contract reviews.
- Ensure a smooth transition from sales to project execution and after-sales.

Experience & Background

- 8+ years of proven sales success in the marine industry
- Strong network within Southeast Asia maritime ecosystems.
- Solid understanding of shipbuilding processes, technical specifications, and lifecycle sales.
- Experience with propulsion systems and/or ship design is highly desirable.

Skills & Competencies

- Strategic thinker with strong commercial acumen and negotiation skills.
- Excellent relationship-builder with the ability to influence senior stakeholders.
- Self-driven, persistent, and comfortable working with high autonomy.
- Strong communication and presentation skills in English.
- Business-level proficiency in Mandarin and or Bahasa Indonesia (reading, writing and speaking) is required for business meetings and negotiations with customers in Indonesia
- Willingness to travel throughout Southeast Asia.

Education

- Diploma or Degree in Marine Engineering, Mechanical, Electrical, Mechatronics, or similar technical discipline.

Why SCHOTTEL

- Work with a global leader in the maritime propulsion industry.
- Be part of a dynamic and supportive team that supports you and our customers.
- Attractive compensation package with opportunities for professional growth and development.
- Contribute to groundbreaking technologies used in a variety of marine and offshore applications.

Job Title:

Regional Sales Manager (m/f/d)

Employment Type:

Full time, 40 hrs per week

Location:

Southeast Asia (based in Singapore)

Contact:

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Join us

If you are an ambitious sales professional with deep knowledge of the marine industry and a passion for delivering value to the costumers, we would love to hear from you!

