



JOB DESCRIPTION

TITLE: Regional Sales Director – TCS, North Asia	DATE: February 2019
Division: Triton Container Sales (TCS)	
REPORTS TO: Area Vice President – TCS, Asia Pacific	LOCATION: Hong Kong

I. THE COMPANY:

Triton International Limited (“Triton”) (NYSE: TRTN) www.trtn.com is the world’s largest lessor of intermodal freight containers and chassis, with over \$10 billion in assets generating over \$1 billion in annual revenue. Triton leases its fleet of containers to virtually all of the world’s largest shipping lines under a variety of short-term and long-term leasing structures designed to help the shipping lines finance their growth, improve their operating efficiency and better balance their global trade flows. Triton operates its business through 23 offices in 16 countries, and services its customers through a network of over 400 third-party operated depot facilities spread across approximately 45 countries.

II. PURPOSE:

The Regional Sales Director will be a member of a global team of container sales experts, on a combined mission to achieve and maintain worldwide average net sale values at best available market levels whilst building sales volumes to match Triton International’s projected volumes into sale. This role will be a part of Triton International regional team responsible for best in class management of Triton International’s revenue generation and cost management in the defined geographical region.

III. ROLE SUMMARY:

The Regional Sales Director will be an integral member of the TCS Asian sales team with responsibility for leading sales and business development for TCS and for the tactical management of all our container sales and trading activities in the assigned region. This position will be responsible for the management, development, coordination and motivation of the team of regional sale managers with particular focus on establishing and maintaining an optimal balance between price, volume and inventory turn; customer development; deal pricing and execution. This role will have the responsibility for the account management of specific



customers and development of senior level contact within customer organizations. This is a hands on, externally focused role with significant potential impact on Triton International results through the sales and business development efforts of the individual and through the combined efforts of the team they lead.

IV. JOB RESPONSIBILITIES:

- Responsible for meeting/exceeding sales targets for price, volume and inventory turn within the region. Responsible for planned development of business with existing customers and prospecting for new customers within the region.
- Work with sales staff to develop and execute customer specific development plans including appropriate use of multi-level customer relationship management where appropriate.
- Lead the effort to work with local regional offices in creating an enhanced and improved customer service experience that allows us to differentiate ourselves from our competitors and keeps our sales people externally focused on pursuing market and customer opportunities.
- Work closely with and provide support to TCS Global Coordination team in driving best global net sales values through global inventory management.
- Lead the effort to identify and pursue opportunities to improve net sales values through development of gate sale agreements, consignment sale agreements and sale depot agreements.
- Foster and champion a sales approach based upon finding profitable solutions to the customer problems and market opportunities including, but not limited to, the pursuit of trading opportunities.
- Ensure making intelligent credit decisions and take action as necessary to ensure customer payment performance is within credit terms even if such action is contrary to the pursuit of additional sales.
- Contribute to successful container sales and regional team development and foster a team culture of continuous improvement that challenges the team to consistently achieve best in class performance.
- Other responsibilities and projects which may arise.

V. JOB REQUIREMENTS:

- Bachelor degree is required.
- Knowledge of the container shipping industry and container sale markets.
- Minimum 3 years of sales management experience.
- Minimum 5 years of direct sales experience.
- This position requires travel within the assigned region on a regular basis.



Skills and Abilities:

- High enthusiasm and passionate desire to be the best performer in the market.
- Excellent communication skills, verbal and written in English, Mandarin and Cantonese.
- Strong commercial leadership as well as excellent coaching capabilities.
- Lead by example and be a positive role model with high personal standards and strong advocate of achieving the best results for the company.
- Demonstrated management and motivational skills.
- Extremely high level of values and ethics in both business and personal conduct.
- Ability to work well with diverse cultures and ability to liaise with colleagues globally.
- Demonstrated analytical skills.

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All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, sex, sexual orientation, national origin, age, disability, marital or veteran status or any other legally protected status.