

SeaCube is looking for a **Director of Sales, South East Asia & Indian Sub-Continent – Singapore** to oversee the business development and advancement of SeaCube's equipment leasing position in the S.E. Asia & Indian Sub-Continent region. The Director of Sales, S.E. Asia & Indian Sub-Continent will be responsible for the development of a new leasing business and expanding and maintaining existing business in the region. This role will drive research and analysis to derive meaningful insights into securing and expanding new leasing business in the region. As a commercial excellence team member, this individual will use existing skills in financial margin analysis management, account management, consultative selling, value selling, sales products innovation, and sales force administration for your respective account base. This position is based in Singapore and reports to the Regional Vice President.

Responsibilities:

- Develop new business and expand existing business to be the market share leader in refrigerated container leasing for the S.E. Asia & Indian Sub-Continent region.
- Develop and create new business opportunities in the dry, genset, sales leaseback, and equipment financing to position SeaCube as one of the leading market share lessors in the S.E. Asia & Indian Sub-Continent region.
- Be informative and conversant on general container shipping market trends, and IMO regulations as they relate to refrigerated container operations.
- Have a strong business acumen in leasing vs. purchasing benefits with a general understanding of financial analysis of cash flows.
- Understand and be conversant on container shipping operators, networks, and fleet requirements planning.
- Have some understanding and knowledge of container telematics applications and operations.

Qualifications/Requirements:

- Bachelor's degree with at least 15 years' of transportation or container leasing experience, or a related field, or equivalent practical experience.
- MBA preferred but not required
- Director-level experience working for a leasing company, container shipping company, or consulting business in a transportation vertical.
- Experience with establishing and developing global, cross-functional teams including remote staffing.
- Financial and data analytical skills to support daily task requirements.
- Knowledge of Excel, MS Word, MS PowerPoint, Salesforce, and other relevant analytical skills.