



### Interbuild Far East (HK) Ltd.

Room 803, Futura Plaza  
111 How Ming Road, Kwun Tong  
Hong Kong  
www.interbuild.cn

## Sales Person Malaysia

### Paints and finishes for retailers and the industry, Melaka based

Interbuild Far East (HK) Ltd. is a Hong Kong based company dealing within wood related products like wood commodities, furniture, garden furniture and flooring.

More about the range on [www.interbuild.eu](http://www.interbuild.eu)

More about us on <http://www.interbuild.eu/aboutus.html>

We now have a vacancy for the above position at **Interbuild Far East (MYS) Sdn Bhd.**, our sister company in Melaka.

Strong earning potentials, mostly based on results for the right candidate..

Interbuild has got an agreement with the German company **Biopin GmbH**. [www.biopin.com](http://www.biopin.com) to be the exclusive distributor in the Far East for their products. See Press Release below!

#### The work entails

- ✓ To sell the various products from the Biopin range that we will have as a standard range for Asia to retailers, the flooring industry, furniture producers, contractors and others.
- ✓ To identify opportunities to increase the company's customer portfolio, growing sales in the Malaysian market,
- ✓ To assume a "hands on" approach to managing high value, key accounts with an ability to sell at Engineer, Purchasing and Director level
- ✓ To provide strategic and analytical thoughts to developing new markets, increase profitability and offerings to customers
- ✓ To carry out any other duties as delegated by management from time to time
- ✓ Frequent travelling to potential customers in the area, using the applicants own car

#### Suitable candidates should have

- ✓ Thorough technical sales education and minimum 2 years experience within a Sales function preferably either within sales to Multiple Retail chains or sales of components/raw materials to the wood working industry. (Flooring, Furniture, Interiors)
- ✓ A proven track record of Business Development within these fields showing an ability to open new markets, effective key account management and cross-selling company products to a variety of decision makers
- ✓ Strong self motivation and being good in decision making related to issues in question.
- ✓ Good oral and written English and excellent communication skills
- ✓ Proficiency in efficient use of MS Office
- ✓ Ability to work effectively as a team member and to prioritize and manage multiple deadline-driven tasks/projects in a fast paced environment
- ✓ Strong organizational skills and attention to detail

**Rules and Guidelines on Behaviour** for our Employee's can be found on <http://www.interbuild.eu/OurIntegrity&ProfessionalConductPolicy.pdf>

**Please apply in English by email**, attaching the following:

- ✓ Your CV in English
- ✓ Your expectation on salary
- ✓ Your picture

**PLEASE NOTE!** Send your application ONLY through your private email! Applications arriving from Web data bases or advertising data bases will be deleted and not considered.

Send your application to [greger@interbuild.cn](mailto:greger@interbuild.cn) before November 10, 2009

## PRESS RELEASE

# Interbuild Hardwax Oil for Worktops, Panels, Indoor and Garden Furniture

developed in cooperation with

The logo for biopin | Natural Paints features the word "biopin" in a bold, white, lowercase sans-serif font, followed by a vertical line and the words "Natural Paints" in a smaller, white, italicized sans-serif font. The background is a dark blue rectangle.

Hong Kong 28 September, 2009

Interbuild Far East (HK) Ltd. Hong Kong, [www.interbuild.eu](http://www.interbuild.eu) being the major provider of hardwood kitchen worktops and panels to Europe, has in cooperation with Biopin GmbH in Germany, developed a special, very high quality Hardwax oil for use on all Interbuild's Kitchen worktops, Panels, Flooring, Indoor and Garden Furniture giving one of the best natural surface treatments that today is available in the market place.

Biopin GmbH [www.biopin.com](http://www.biopin.com) is the biggest European manufacturer of oils, paints and resins that are based on pure natural biological ingredients and are also supplying their vegetable oils and waxes as components to many other paint factories and as finished products to big environment concerned retailers like IKEA.

Biopin has one of the world's biggest reactors for cooking raw linseed oil in Ireland, thereby being very competitive on this product which is the base ingredient in all types of oil finishes.

The **Interbuild Hardwax oil** is a mixture of many different natural oils and waxes which are cooked and produced in a special way by Biopin GmbH. It consist of micro molecules that penetrates deep into the wood giving an outstanding smooth surface with outstanding long term water repelling and scratch resistant properties as well as UV protection for outdoor applications.

Interbuild and Biopin has also reached an agreement on that Interbuild, on top of using this special oil on their own products, will be the exclusive distributor of the full range of Biopin products in the Asian market place.

Typical customers for the Biopin range of products are flooring manufacturers, indoor furniture manufacturers, outdoor furniture manufacturers, building material and paint retailers as well as Construction / Building companies.

Interbuild are currently establishing a separate sales organisation in Asia for this new venture and will have stock to deliver from in both Vietnam and China as from early December, 2009.

For inquiries or more information, please contact [biopin@interbuild.cn](mailto:biopin@interbuild.cn)