



N.S.L. CONSTRUCTION CO.,LTD
BUILDING TRUST WITH EACH PROJECT

Sales Executive 👍 Exclusive job

Job Information

Hiring Company

[N.S.L. Construction Co.,Ltd.](#)

Job ID

1302238

Job Type

Contract

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 6th, 2024 07:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Other Language

Thai - Daily Conversation

Good to have, not mandatory

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

POSITION: [Sales Executive](#)

DEPARTMENT: [Sales & Marketing Department](#)

REPORTING LINE: [Sales Manager](#)

SUBORDINATE: [None](#)

JOB DESCRIPTION

1. Seeking and contact customer or client to make an appointment to meet and get the project information. (open channel).
2. Go to visit customers, present products, get their requirements. (To get the information)
3. After received information from the client, Sales person should provide information to Engineering department in order to estimate, and submit the quotation to the customer.
4. To follow up, discussion, negotiate, convince the customer in order to close the sales.
5. Increase sales volume as much as possible to achieve sales targets and complete company goals. (To close the sale)
6. Analyze sales & marketing report and hand over it to the managers.

7. Develop and maintain relationships with the key clients as well as new clients.
8. Update market situation, trend and new opportunities in order to develop future plan.

TOPICS OF TRAINING PROVIDED IN THE JOB

1. Bidding Process for customers
2. How to find and visit customers
3. Construction business, products of our company
4. Company's Quotation Form (How to make the quotations)

Required Skills

QUALIFICATION

DEGREE OBTAINED: Bachelor's degree of Marketing or Engineer or related field

EXPERIENCE: 5 years up

SPECIAL QUALIFICATION

1. Japanese Nationality
2. Good command of written and spoken Japanese and English.
3. Good communication skill.
4. Ability to work under pressure.
5. Basic knowledge of computer Microsoft office, word, excel.
6. Able to use internet and e-mail.

DECISION-MAKING SKILL

1. Able to consider a consequences or reward staff in control.
2. Able to plan for manageability of their departments. (Sales, Marketing, Manpower and etc.)
3. Able to approve, reject, recommend the works of their departments.
4. Able to give the suggestion of the works methods to achieve the target

CONDITIONS AND BENEFITS

- Working day= Monday-Friday 8.00am-17.00pm
- Annual Leave = 6 days/year
- Personal Leave = 15 days/year
- Sick Leave = 30 day/year
- Official Holidays approximate 15 days/year
- Conditions of contract
 - Probation period 4 month.
 - The employee will be contracted 1 Year first. If the employee can compatible with the way of company. The employee will obtain to extend a contract year by year.

Company Description

N.S.L. Construction Co., Ltd. is a Thai General Contractor, mainly doing the civil, M&E work and construction processes to build steel structures, building factories and warehouses . N.S.L. Construction Co., Ltd. was established aiming to provide higher quality factory building construction to meet new demand of Japanese, American and European Companies to expand their business in Thailand.

With our services, we take care of the whole turnkey-processes or EPC: Engineering Procurement & Construction. This starts with feasibility or a construction design, Construction permit applying and our journey ends where the customer wants us to build.

SERVICES

We are Thai General Contractor providing services comprehensive design-build solutions to the industrial, commercial and manufacturing industries. The company has the in-house capabilities to develop a project from construction concept design, Construction permit applying through construction processes until completion. We guarantee one-stop-services!